TECHNOLOGY DEPARTMENT

OLUME 119

NO. 7

LEATHER

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FEBRUARY 18, 1950

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AMERICA'S LEADING DISTRIBUTOR OF NARROW FABRICS FOR SHOES



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Some interesting figures on the shoe, leather and leather products industry's size, issued by office of Domestic Commerce. Figures for 1947, but apply essentially today. Of 5,681 firms, only 139 (about 2%) employ more than 500 persons; 14% employ 100-499; 11% employ 50-99; 18% employ 20-49; 20% employ 8-19; 14% employ 4-7; and 21% have 3 or fewer employes.

Extraordinary intra-industry competition thus becomes obvious. On basis of individual firm size it's a "small" industry—many companies but individual firm average small. Note that largest single group comprised of firms (21% of total) with 3 or fewer employes. Also, all firms in this industry compete in a limited consumption market—meaning that gain by one is made not by expanding over-all consumption market but only by taking business away from competing firms. Significance: survival and gains in direct ratio to merchandising aggressiveness.

New York and Mass. together account for 65% of all firms (this is for shoe, leather and leather products mfg. industries combined). But of the Mass. firms, 20% have 100 or more employes, while only 6% of New York's firms employ 100 or more. Despite New York state having twice the number of firms in Mass., N. Y. has only 20% of the total employment as compared with 19% for Mass.

How good was over-all mfg. business in the U. S. in 1949? Mfrs.' sales were \$213 billions, just 6% below peak year of 1948. And most of this decline due chiefly to lower prices rather than unit drop. Unit volume almost same as 1948.

Mfrs.' sales in non-durable goods industries were \$124.3 billions. This is \$9 billions or 6% under 1948 record peak. Year-end inventories held by mfrs. estimated at \$30.9 billions, a book value decline of \$3.4 billions for the year, as compared with a \$4.2 billion increase in 1948. Inventories now, however, have stabilized at about the current floor. Declining prices accounted largely for lower book value inventories, but also some liquidation of goods in stock. Inventories of non-durable goods producers were \$17.3 billions at end of 1949, or \$850 millions below 1948.

Some interesting facts about International Shoe Co., world's largest footwear producer. In

36 years hasn't missed paying a dividend. It makes about 1 in every 10 pairs sold in the U. S. It has 56 plants throughout the country making all types of shoes. This 50-year-old company in 1949 sold \$263 millions worth of shoes and netted a \$7.7 million profit. All 20 members of the board of directors live in or around St. Louis; the company has never had a director who wasn't also a working officer of the firm.

International Shoe carries 8,000,000 pairs in inventories, the biggest in the world. Its four main sales divisions: Roberts, Johnson & Rand; Friedman-Shelby; Peters; and Sundial. In addition, there are 10 specialty divisions handling brands not carried by the big four. An export division accounts for about 2% of the firm's total sales. International has 35,000 employes, 700 traveling salesmen with about 28,000 retail accounts.

Leather production in 1949 fell 9 points, as measured by the annual production index of the Federal Reserve System, based on the 1935-39 average as equal to 100. Index was 106 in 1948, fell to 97 last year. Following is the breakdown by types, 1948 as compared with 1949: cattlehide leathers, 121 to 108; calf and kip, 79 to 76; goat and kid, 88 to 81; sheep and lamb, 94 to 82. Two chief losses were cattlehides, 13 points, and sheep and lamb, 12 points.

Shoe production index for 1949 fell only 2 points from 1948. From 114 to 112. For all leather products combined the index showed drop from 111 in 1948 to 106 in 1949.

Miscellaneous notes. Publicly reported dividend payments in textile and leather industries for 1949 were \$164.9 millions, according to Commerce Dept. This is a severe fall from the \$213 millions paid in 1948. While production and sales volume held up well, profits thinned out sharply and costs increased, cutting dividend payments. . . . Western Germany anxiously seeking export markets for leathers and shoes, particularly latter. Factories operating only 60-70% of capacity. Recent declines in rawstock prices, plus increased supplies, make available more finished products. But foreign markets to consume them are needed. Lower prices now possible, thus giving Germans chance to compete on foreign market with their goods.

EDITORIAL

Red Light For Red Shoes

W E are now in the lull following the recent storm about the resumption of Czechoslovakia shoe imports into the U. S. But we do not intend this lull to act as a soporific for the U. S. shoe industry—for that is just what the red Czech shoe industry hopes will happen.

Most of the industry here is familiar with the recent happenings. A group of New York importers, trade representatives for the Czech shoe industry, in a matter of a few months sold some 50,000 pairs of Czech shoes to U. S. buyers. The plan, as expressed by the importers, was to raise this to 500,000 and more pairs, mostly women's low-priced shoes.

U. S. shoe industry representatives filed official protests and objections with Washington. However, such protests, to be effective, must surmount a "technicality." Our industry must demonstrate or prove that these Czech shoes are being "dumped" on our market or are sold here below their original cost, or that these imports are causing real injury or damage to our own industry.

In a sense, these are hard points to prove conclusively. Because we have no access now to exact figures on Czech shoe production, costs, wages and other essential factors, it is difficult to prove a "dumping" charge, or that the shoes are being sold here at below their original cost. And because 50,000 pairs comprises only one-tenth of one percent of our total production, and even 500,000 pairs comprises a mere one percent, the Czech trade officials declare that this tiny fraction of imports could not possibly cause real injury or damage to our industry.

They suavely side-step the fact that the specialized type and price field of these imported shoes brings them into direct competition with a correspondingly specialized production here—and thus the imports comprise a much larger proportion of competition to this particular market.

Nor must we overlook the fact that before the war, Czech shoe imports started in a small, unobtrusive way, but by 1937 we were importing 2,500,000 pairs from that country.

There are two factors that can stop these Czech footwear imports dead in their tracks: (1) evidence that these shoes are made with oppressed labor — involuntary labor paid on government terms, with severe reprisals for refusing to comply with such terms; (2) moral suasion.

Now, on the first point we observe some interesting details from the recent statements of Dr. Jaromir Dolansky, Minister for Planned Economy and one of the most influential members of Czechoslovakia's Communist government. Just two years ago this month, the Commies ruthlessly overran a democratic Czechoslovakia. Then rapid strangulation of free enterprise began. Today 97 percent of all Czech enterprise-business, industry, labor, farm, professional-is nationalized. This was reported in Dolansky's recent "economic report" to Prague and Moscow

Dolansky declared, "If any capitalist still has any illusions as to our objectives he will be disappointed. During the next year (1950) capitalism will be completely annihilated in Czechoslovakia. However, we do not object to trading with capitalist countries."

And so now the U. S. gullibly allows entry of these shoes because the Czech Communists graciously condescend to do business with us.

Dolansky has openly admitted that there is forced labor (he uses the more glib term "directed labor") in Czechoslovakia. He has acknowledged that tens of thousands of former clerks, typists, businessmen, intellectuals and artists are today "serving their motherland in the mines and factories of the nation."

Government-sponsored terrorism of the Czech labor force is rife. It is well known that production, even under the whiplash, has fallen sharply; that consumer goods have rapidly diminished from domestic markets; that the fixed wages are at bare subsistence levels, and that weekly hours of work have been upped from 40-45 to 55-60. Wholesalers have been completely wiped out—10,000 of them. Dolansky, a Moscow-trained Communist agent,

has taken over all retail trade. Consumer cooperatives have been nationalized, and the shareholders—chiefly industrial workers—receive nothing for their shares. Leaders of the Co-Operative Movement, mostly Social Democrats, were hauled off to Siberia or forced to take menial jobs in nationalized industries. Private foreign trade was erased. Today all Czech foreign trade is conducted by 29 national agencies. The shoes the U. S. is buying from Czechoslovakia are being purchased from or through these agencies.

If Czechoslovakia denies that the shoes it is exporting here are not made in part or altogether with forced labor or suppressed labor, then it should be willing to open its doors to investigation of its labor costs and the conditions under which its labor force works. If this sounds ridiculous to the Czech authorities, then it is just as ridiculous for us to accept a word of a Communist. We are simply asking for irrefutable evidence that their products sold here are not being made with suppressed or oppressed labor. And whereas we are the buyers, we have a right to investigate the facts first hand and then act as judge and jury. That's the way business is done in America and they, desiring to do business with us, must play the game by American rules.

Finally, there is the factor of moral suasion or sanction. Dr. Dolansky has pledged the "annihilation" of capitalism. His government has already annihilated democracy and freedom in Czechoslovakia. That country today bathes in the profound sin of destruction of human rights and gross indignities to basic freedoms. The despaired gait of its people resounds with the clank of chains and the air hisses with the lash of whips.

For any American shoe firm to buy, stock and sell Czech-made shoes today comprises a violation and blaspheming of the decent moral code and respect for basic freedoms which Americans live by. And for American consumers to buy and wear these shoes is a gross contradiction of the human rights they profess to believe in.

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If we Americans stop to recognize the profound moral and ethical issues at stake here, the incoming shiploads of Czech shoes will rot on the docks. For that is the just end to an unjust business.

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92% MACHINERY CONTROLLED BY USMC: GOVT. CLAIMS-Survey of shoe machinery used by 45 shoe manufacturers offered in evidence during trial.

USWA CHARGES NSMA OUT TO KILL MINIMUM WAGE LAW-Union officials claim request for learner rates "fraudulent attempt" to evade Wage-Hour Law.

COMMODITY EXCHANGE ADOPTS NEW HIDE FUTURES CON-TRACT—Trading under new contract opened Feb. 15 as discounts are widened on deliverable heavy hides.

TC SEES 1950 SHOE OUTPUT AT 460 MILLION PRS .- Current year shows favorable basis for aggressive merchandising and promotion.

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NEWS

United Shoe Denies Govt Anti-Trust Charges

Continues detailed attack on 4600 Justice Dept. exhibits. Asks Court exclude majority.

Court exclude majority.

Attorneys of United Shoe Machinery Corp. continued arguments this week on a defense motion to exclude the majority of the 4600 exhibits offered by the Govt. in its anti-trust suit against the company.

While making further denials of specific Govt. charges, company attorneys argued against admission in evidence of the hundreds of documents and reports compiled by Justice Dept. attorneys to support specific charges under the Sherman Act against USMC. Judge Charles E. Wyzanski, Jr., presided at Federal Court, Boston.

Attorney Walter Powers denied charges that United Shoe has prevented the distribution of second-hand machinery. Govt. charges stated specifically that the company had "at all times sought to prevent its shoe machinery in the hands of lessees from being reconditioned and sold by other companies as second-hand shoe machinery."

Powers declared United Shoe at times granted trade-in allowances to shoe manufacturers buying its new machinery. He defended the company's practice of reclaiming its shoe machinery from shoe manufacturers to whom it had been leased.

Defense attorney Bertram H. Loewenberg argued against Govt. charges that USMC has monopolized sales of shoe factory supplies. He based his argument, as did other defense counsel, on "irrelevance or inadmissibility" of many of the Govt. exhibits.

Say Charges Inconsistent

Further attacks on "inconsistent allegations" made by the Govt. were entered by defense attorney Robert Proctor. He said USMC was charged on the one hand with developing and patenting new and improved shoe machinery in advance of its

need and then holding it from the market until competitive machines forced it into the open.

At the same time, he added, other Govt. allegations stated that USMC anticipated all new machinery demands by manufacturing and distributing this machinery "where such demand appeared to invite competition." Proctor also attacked Govt. exhibits pertaining to these charges. He denied that USMC has infringed on patents of other firms as part of its plan to pre-empt the market for new machinery.

Attorney Powers also argued that the Justice Dept. lacked competent evidence to support its charge that United Shoe has also monopolized the tanning machinery field. He said most of the 70 documents submitted as exhibits of this had "no bearing on the charge."

The Govt. is scheduled to present further arguments in support of its case on Feb. 27.

92% Machinery Controlled By USMC: Govt. Claims

A survey of shoe machines installed in 55 factories operated by a total of 45 shoe manufacturers shows that 92 percent of the major shoe machines and 64 percent of the minor shoe machines used in these factories were manufactured by United Shoe Machinery Corp.

These are the claims made by the Anti-Trust Division of the Dept. of Justice, summarizing depositions of 45 shoe manufacturers presented as evidence in its civil suit which charges USMC with monopolistic practices in the shoe machinery field. The depositions were taken, upon suggestion of the Court last May, from the first 15 shoe manufacturers listed under the first, 11th and 21st letters of the alphabet in any reliable directory. Directory used was LEATHER AND SHOES Blue Book.

The survey was taken after United attorneys questioned statistics presented by the Govt. at the opening of the trial last year purporting to show that United dominated the shoe machinery field. Govt. counsel claim the survey substantiates their earlier figures.

In offering the depositions, the Govt. said its sole purpose was "to secure a series of lists of shoe machinery installed in the factories of companies comprising the sample proposed by the Court, from which a sample inventory could be compiled." The summary outlines Govt. procedure in taking manufacturers' depositions and preparing shoe machinery inventories by these manufacturers for submission with their inventories.

Accompanying the summary are seven appendices, which tabulate the number of USMC shoe machines and those of "outside" manufacture found in the plants of the 45 shoe manufacturers. The Govt. is not "relying entirely upon evidence of that character to establish United's monopoly position in the shoe machinery industry . . ." since evidence presented in the depositions "fails fully to reflect United's actual dominance in the field," the summary states.

"The Govt. has offered in evidence a great many documentary admissions of United which not only confirm the statistical evidence but which also expose the strength of United and the weakness of its competitors, which factors are obscured by plain statistics."

Results

Appendix 6 of the summary shows that "92 percent of the major shoe machines, collectively, covered by the present survey were manufactured by United. Compo Shoe Machinery Co., United's largest competitor, manufactured only 3.4 percent of the major shoe machines involved. Each other competitor manufactured less than one percent. If the cement sole attaching field is excluded, United's share of the outstanding machines in the remaining fields combined amounts to 95 percent."

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"Appendix 7 shows that United manufactured 64 percent of all the minor shoe machines, collectively, included in the survey. By contrast, Boston Machine Works Co., the manufacturer next largest to United in the minor fields, manufactured only 5.9 percent of the machines involved. Compo produced 5.4 percent and A. D. Locke, the ninth largest, less than one percent."

The summary concludes that United received \$17,153,000 from its major machines in the fiscal year ending Feb. 28, 1947, as compared to potential revenue of \$18,644,550 from the entire field. Similarly, it received \$5,100,000 of a possible \$7,968,750 in revenue for its minor shoe machinery. "Consequently, United obtains \$22,252,000 out of \$26,613,300 or 33 percent of all the revenue that can be obtained from the major and minor shoe machinery fields which United occupies."

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USWA Charges NSMA Out To Kill Minimum Wage Law

President William E. Thornton and Secretary-Treasurer James J. Mitchell of the United Shoeworkers of America, CIO today accused the National Shoe Manufacturers Association with attempting to destroy the Minimum Wage law by inspiring demands for fraudulent and unprecedented "learner" rates.

The union officers, who will appear Monday, February 20th before the Wage-Hour Administration to rebut "learner" rate demands made by the Manufacturer's Association issued the following statements:

"The attempt of the National Shoe Manufacturers Association to obtain a so-called 'learner' rate of 57½ cents per hour is a clear attempt to destroy the minimum wage law which sets 75 cents per hour as the minimum rate to be paid American workers.

"The request for 'learner' rates in the shoe industry is a fraudulent attempt to evade the intent of the Wage-Hour law and is completely unprecedented by the practice of the industry.

"The industry has never had a 'learner' system. It has followed a system of hiring inexperienced help at the minimum hiring rate and placing them on operations that are easily and quickly learned. By observation and practice as the opportunity presents itself the new employees qualify themselves for promotion to higher rated jobs.

"Many existing contracts now provide starting rates of 60, 65, 70 or even more per hour in contrast to the 57½ cents 'learner' rate asked by the Association. Imposition of the fraudulent 'learner' rate would, in effect, sabotage existing contracts standards and establish an unfair competitive situation.

"Similarly, the request of the Association would sabotage the intent of the Wage-Hour Law to establish a minimum standard of decent pay and would substitute a sub-normal and indecent standard.

"Evidence of the fraudulence of the request of the Association is shown by these facts: 1 - Many of the Association members already have starting rates higher than 571/2 2 - Numerous requests for the so-called 'learner' rates have been made on the plea of manufacturers that qualified and experienced employees were unavailable. Union has managed to block many of these requests by specific showing that unemployed, experienced shoe workers were in fact available in the vicinity of the petitioning plant.

"As one example, the Florsheim Shoe Company petitioned for a 'learner' rate in Chicago on the grounds it could not employ an adequate force of experienced operators. The Union was able to demonstrate, by official unemployment figures, there were unemployed shoe workers available and, further, that the minimum hiring of Florsheim, by Union contract was already 70 cents per hour."

TC Sees 1950 Shoe Output At 460 Million Pairs

U. S. shoe distributors and retail outlets will need approximately 460 million pairs of shoes in 1950 if per capita consumption holds at its present rate, the Tanners' Council predicted this week. On the same basis, with tanners avoiding accumulation of stock, as much leather will be required in 1950 as consumers purchase in the shape of shoes.

Appraisal of retail shoe sales in 1949 by the Council indicated a total slightly higher than 1948 or approximately 455 million pairs. Although dollar volume declined generally, this was offset by a reduction of nearly seven percent in the average value per pair of shoes. "Taking into account dollar volume adjusted by price change, unit sales appeared to have shown an increase of approximately 10 million pairs over the 445 million estimated for 1948," the Council said.

Comparison of production and sales in 1949 indicate that both were on a par. Slight decreases in retail holdings of staple types may have occurred. "On a per capita basis, retail sales in 1949 were approximately 3.05 pairs compared with an average of 3.15 in the immediate prewar period," the Council added. "In view of the apparent absence of ex-

cesses or maladjustments in the shoe industry during 1949, the current year begins with a favorable basis for aggressive merchandising and promotion."

| Sh | oe Produ Prelim. | action by | Types |
|-----------------|---------------------|-----------|-------|
| (Million Pairs) | 1949 | 1948 | 1947 |
| Men's-Dress | 70.9 | 77.3 | 84.8 |
| Work | 26.0 | 27.4 | 21.9 |
| Women's Regular | 137.0 | 140.3 | 165.6 |
| Playshoes | 62.4 | 57.1 | 41.5 |
| Youths' & Boys' | 16.8 | 17.2 | 18.7 |
| Misses' | 28.0 | 29.1 | 28.3 |
| Children's | 24.3 | 27.0 | 27.1 |
| Infants' | 22.2 | 22.8 | 21.2 |
| Babies' | 13.0 | 15.0 | 14.1 |
| Athletic | 3.1 | 3.8 | 4.3 |
| House Slippers | 49.1 | 42.6 | 38.4 |
| Other | 2.7 | 2.6 | 2.2 |
| Total | 455.5 | 462.2 | 468.1 |

Labor Dept. Still Issues Learner Pay Certificates

Requests from shoe manufacturers for temporary learner certificates continue to arrive at the Wage and Hour Division Offices of the Labor Dept., although in decreasing numbers now. The total stands well over 400, of which about three-fourths were granted.

Up to this point, there is still no official list of the certificates granted to shoe manufacturers, since the Labor Department has not yet published these in the Federal Register. Union officials are grumbling that they have no way of knowing who is to have such certificates, except by way of checking in every shoe shop to see if the certificate has been posted on bull-tin boards.

Wage and Hour Division officials explained to the Washington representative of LEATHER AND SHOES that a terrific crush of work had developed over this learner situation, not only in the shoe industry, but in scores of others.

In fact, the total number of applicants for certificates has passed the 4,300 total, of which about 1,500 are in the cotton textile fields, some 400 in shoes, and scattered numbers in others. Fully 50 percent of applications were in ten large basic industries, with the remainder in a wide variety of others.

The certificates thus far issued dated as of Jan. 25, and their legality is unaffected by the delay in publication in the Register. All that is involved is that once the details of the certificates are so published, there is a period of 15 days during which protests, appeals, etc., may be entered.

The hearing is scheduled to be resumed on Monday, Feb. 20. At this time, United Shoe Workers of America will present its case against granting of sub-minimum learner rates.



Old and New

... the two oldest employes of Stacy-Adams Co., Brockton men's shoe manufacturer, compare present day styling and pre-Gay Nineties styles with company officials as the firm enters its 75th year in business. Left to right are Mrs. Mary X. Grindle, with the firm for over 61 years; Mrs. Mattie H. Anderson, a Stacy-Adams employe for 60 years; B. Harrison Cort, president, and Arthur F. Luce, treasurer. The company plans an aggressive sales program during its Diamond Jubilee.

USWA To Elect Officers

United Shoe Workers of America, CIO, which claims some 50,000 members in the shoe industry, will hold its election of officers and 15 executive board members on March 21 in Washington, D. C. Some 135 locals are scheduled to submit their nominations shortly.

Leading candidate for the office of president is William E. Thornton of Lynn, now serving out the unexpired presidential term of Rocco Franceschini who died last year. To date, no opposition has been offered to the re-election of Thornton, generally regarded as an aggressive Union leader.

N. Y. Supts.' Seek New Welfare Fund

A welfare fund for the relief of distressed members has been proposed by members of the Superintendents' and Foremen's Assn. of New York. Under a proposed amendment, members in need will be aided by funds obtained through solicitation and allocation from the Association's general fund, based on a percentage of profits from the annual Journal published by the Association.

At a recent meeting, members expressed concern over the current dispute between the New York Slipper and Playshoe industry and United Shoe Workers of America. Business among high-price footwear manufacturers in the area was reported as favorable.

The following committees for 1950 were named:

Executive Committee of Year Book: chairman, Patrick G. Pisano; cochairman, Frank V. Melchore; secretaries, Mac Rappaport, Jules Schneider.

Dinner Committee: chairman, Harry R. Levy; co-chairman, I. Wm. Levy; secretaries, H. Polsbie, Irving Bederson.

Entertainment Committee: chairman, Moe Rosner; co-chairman, Charles Miska; secretary, Joseph Welsh.

Budget Committee: chairman, Jules Schneider.

Membership and Investigating Committee: chairman, Paul Stuart; co-chairman, Sam Gruber.

Hospitalization Committee: chairman, Joseph Goldsmith.

Charity Committee: chairman, Anthony Serino; co-chairman, Charles Miska.

Education Committee: chairman, Lawrence Engel; co-chairman, Charles Miska.

Special Committee: To make arrangements for the North American Superintendents' and Foremen's Convention tentatively scheduled to beheld in New York City sometime next May.

U. S. Leather Proposes Class A Stock Changes

United States Leather Co., New York, has proposed to stockholders the following changes in Class A stock provisions:

1. Make each share of Class A stock convertible to three shares of common stock. The present rate is

2. Reduce the preferential dividend of Class A stock from \$4, non cumulative, to \$3, non cumulative till Oct. 31, 1951, and cumulative thereafter only up to \$2 per year.

3. Do away with the present right of Class A stock to participate with common, share for share, up to \$2 per share beyond its annual preference.

Vote of stockholders on the proposals will be held at the company's annual meeting on March 8. Separate approval by two-thirds of each class of stock is required. Stockholders will also be asked to authorize an increase in the number of common shares from 647,753 to 1,147,239 shares to provide for the exercise of the conversion rights.

Cincinnati Club Elects

Walter Schafstall has been elected president of the Shoe and Leather Club of Cincinnati at the Club's annual meeting and election of officers held recently in the Metropole Hotel, Cincinnati, O. Other officers elected to serve for the year 1950 are E. E. Furstenau, vice president; and P. M. Conner, secretary and treasurer. Jacob Jonas, Elmer Kokenge and Ed Geisler were named to the board of governors.

Carl H. Shaifer, Jr. Elected Importers' Prexy

Carl H. Shaifer, Jr., treasurer of John Andresen & Co., Inc., New York City, was elected president of the National Assn. of Importers of Hides and Skins at the annual dinnermeeting held Feb. 14 at Miller's Restaurant, New York City. He succeeds Marshall Helmrath who has held the office during the past two years.

Other officers elected were Charles McCarthy, Deccan Trading Co., Ltd., first vice president; Jacques Passavant, Herman J. Passavant, Inc., second vice president; H. F. Glaeser, M. Clarendon & Sons Co., secretary; and H. Wirth, A. Helmrath, Inc., treasurer.

Elected as directors to serve for three years were Shaifer, Passavant, Frank Dugan and Lester Strasser, who replaced retiring directors Richard Hoeber, T. F. Grant, Milton Katzenberg and Marshall Helmrath. Continuing as directors for two years more are H. F. Glaeser, F. H. Paul, W. Stumpf, and Bennett Sprinz. Serving for another year are Charles McCarthy, Edward Newman, Morris Joffe and Charles Weil.

Pattern Mfrs. Assn. Re-Elects Herron Prexy

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Leroy J. Herron of Quality Pattern Co., Boston, was re-elected president of the New England Shoe Pattern Manufacturers Assn. at the annual meeting held recently in Boston.

Other officers re-elected were Ernest C. Doring, United Shoe Pattern Co., vice president; Walter H. Michiels, David D. Noonan Pattern Co., secretary; Gordon T. Heath, Hutchison Pattern Co., Inc., treasurer; and Stuart F. Jeans, Jeans & Gauvin Pattern Co., director.

Commodity Exch. Adopts New Hide Futures Contract

Trading in a new hide futures contract was opened on Wednesday, Feb. 15, the Commodity Exchange, Inc., of New York announced this week. Necessary changes in Exchange by-laws have been passed by a membership vote.

The new contract widens discounts on deliverable heavy hides and sets a new set of delivery months, (L & S, Jan. 28.) Trade sources feel it will broaden the hide futures market, making it serviceable for hedge trading by users of both light and became hides.

Light native cow hides are con-

tinued as basis deliverable grade but extra light native steers and South American frigorifico light steers are now on an equal basis. The old contract, still working on the Exchange, permitted delivery without discount or premium of heavy native steers and heavy butt branded steers. These will now be deliverable on the new at discounts of 21/2 cents a pound and three cents a pound respectively. Discounts on other heavy class hides are also widened and two South American grades of hides not deliverable on the old contract are deliverable on the new.

Results of the new contract will tend to bring the futures market, only one of its kind today, into adjustment with new developments in the hide and leather markets. Chief of these, say Exchange officials, has been the decreased demand for heavy hides, due mainly to widespread current use of synthetic materials for sole leather, once the main outlet for heavy hides.

St. Louis Show Space Reported At Premium

Shoe manufacturers' applications for sample rooms at the Hotel Statler, St. Louis, for the Fourth Annual Fall Showing of the St. Louis Shoe Manufacturers Assn. are more than double the 52 rooms available, Arthur H. Gale, Association secretary, reported this week. The showing will be held April 23-26 and will also include non-member firms from the St. Louis

Some space is still available at the Hotel Lennox and Hotel Jefferson, Gale said, but this is being rapidly exhausted. The Jefferson was included in the hotel group this year for the first time.

Aetna-Standard Eng. Co. To Make Tanning Mchy.

Aetna-Standard Engineering Co., Youngstown, O., has announced it will develop and manufacture machinery for the tanning industry. The announcement was made recently in a letter to stockholders from Ernest E. Swartswelter, president and chairman of the board.

Aetna-Standard has already made an agreement with the Research Division of the Tanners' Council, Swartswelter said, and has applied for patents on two machines it has developed—a dehairing and defleshing machine and a buffing machine. The company is planning the development of various other machines to be used in different phases of tanning.

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Translate your own business potentials into better performance with Crompton Factoring. We discount receivables. This service augments working capital with \cosh — for vital production and distribution needs.

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Fulton County Unchanged

Fulton County, N. Y., tanners claimed this week, as the back-towork movement continued there, that nearly 400 of 889 workers had returned to work since the re-opening of the plants. Independent Leather Workers Union officials contended, however, that the number of men nowever, that the number of men at work was "less than half the num-ber claimed by the tanners." Both sides included old and new employes. The Independent Leather Co., twice

the scene of violence, became the third member of the Tanners' Association of Fulton County to report full production since the resumption of operations on Jan. 25 without a labor contract. Others were F. Rulison & Sons and the Napatan plants.

Two Fulton County tannery strikers, accused of overturning the car of a foreman at the Geisler & Lehr, Inc., plant three days after the opening were acquitted by a Johnstown City Court jury. Another picket was sentenced to 30 days in jail on the same charges. Some 11 other pickets face other charges.

BSAC Seeks New Contract

The Brotherhood of Shoe and Allied Craftsmen, Brockton indepen-

dent, is presently negotiating its first contract with the Gardiner, Me., branch of Commonwealth Shoe & Leather Co. The BSAC has represented the plant's 400 workers for many years but has never held a contract with the company's Maine branch. Workers there designated the union as their bargaining agent and voted for a union shop agreement some time ago in an NLRB election.

Gold Urges Carey Ouster

Ben Gold, president of Interna-tional Fur & Leather Workers Union, CIO, is urging Philip Murray, CIO president, to oust James B. Carey, CIO secretary-treasurer, for allegedly stating at a recent conference that "we would even join fascists in a war to defeat Communists."

Gold's letter to Murray declared, "We cannot believe that the CIO membership is willing to become a labor front for fascists . . . we con-demn both fascism and warmongering.'

IFLW is one of 11 CIO unions slated for expulsion by the CIO for Communistic activities. President Gold is the only union leader who President is an avowed Communist.

NESLA Opposes Workmen's Compensation Rates In Mass.

A petition proposing a flat 30 per-cent increase in Massachusetts Workmen's Compensation rates has been denied by the State Commissioner of Insurance, according to Maxwell Field, executive vice president of the New England Shoe and Leather Assn. Field stated that opposition to these rates by NESLA and other organizations resulted in the approval of new rates which should save thousands of dollars each year for all shoe and leather firms in the state.

The new rates, effective Feb. 6, are as follows: Shoe Manufacturing are as follows: Shoe Manufacturing (Code 2660) \$.95 per \$100 of payroll—old rate, \$.79, increase 20.3 percent. Tanning (Code 2623) \$1.98 per \$100 of payroll—old rate \$2.16, reduction of 8.3 percent.

NHA Sets Fall Convention

The National Hide Assn. has announced that it will hold its annual Fall Convention on Oct. 25 at the Edgewater Beach Hotel, Chicago. The meeting falls a day earlier than the opening of the Tanners' Council Fall Meeting, scheduled for Oct. 26-27 at the Edgewater Beach.

The Association's 6th Annual Meeting has already been scheduled for Monday, May 22, at the Hotel Statler, Boston.

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High fashion idea!

Another success made from Geon paste resin

IF you're a businessman, this one should start you thinking fast! Here's a cast fabric made from Geon paste resin that looks more like expensive woven straw than straw itself!

But unlike straw this fabric of tomorrowadapted to shoes, handbags and wall covering-will not scuff or chip. It's flameproof and can be cleaned by a rub from a damp cloth. These are some of the qualities that come from the use of Geon polyvinyl materials.

There must be many more new uses for Geon that will make the dollars flow!

> If you have an idea, we shall be glad to offer technical help in turning it into a saleable product. Remember: we furnish the raw materials only -no finished products. Address

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Vicrtex "Madagaska" straw made by L. E. Carpenter & Company, Wharton, N. J. Distributed by F. C. Donovan Company, Boston, Mass.

B. F. Goodrich Chemical Company THE B F. GOODRICH COMPANY

GEON polyvinyl materials . HYCAR American rubber . GOOD-RITE chemicals and plasticizers

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Good-rite Resin 50 is an easy-processing stiffening agent for improving rubber base soling compounds. It saves masterbatching and improves molding and flow characteristics. It gives better flex life, higher elongation, better abrasion resistance. Can be compounded in a broad range of sales-attracting, permanent colors.



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- 1. Shoe soling-molded from Geon. Wear-and-water-resistant.
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- 3. Shoe toe caps molded from Geon. Extra protection against scuffing.
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- 5. Shoe uppers made from sheeting calendered from Geon, or spread-coated fabrics. Attractive colors-long-wearing.
- 6. Suede finish ensembles-women's belts, bags and shoes-made from sheeting calendered from Geon and given a "suede" finish. A triple sales-appeal "package". Broad color range.

We make no finished products—raw materials only. However, we'll gladly give you helpful information or technical bulletins on Geon polyvinyl materials. Please write Dept. GK-2, B. F. Goodrich Chemical Company, Rose Building, Cleveland 15, Ohio.

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SIP (1) To News

Massachusetts

- United Footwear Corp., footwear wholesaler, recently moved its offices from 207 Essex St. to 168 Lincoln St., Boston.
- C. & S. Shoe Co., Framingham manufacturer of men's work shoes, is moving to the John A. Frye tannery building adjoining the main Frye factory building at Marlboro. The Company, which will employ 75 workers at the outset, is planning an early move since its present factory has been sold. Owners of the company, which has manufactured shoes in Framingham for the past 20 years, are Frank and Gerard Sullivan.
- Humphrey & Parker, Inc., Beverly, slipper manufacturer, has taken over the factory space on Broad St. in Lynn formerly occupied by McNichol & Taylor, last manufacturer. The firm has manufactured men's high grade slippers in Beverly for several years. The Lynn plant will employ approximately 30 people at the beginning.
- National Ballet Makers, Inc., manufacturer of dance footwear, has moved from 216 Commercial St. to 470 Atlantic Ave., Boston.
- Winston Shoe Co., Salem, has opened a new night shift at its plant as part of an expansion program in which the firm intends to double its present working force of 350 persons.
- The Lynn Industrial Shoemaking School is presently offering courses in "Starting and Operating a Small Business" to small store operators and those planning to open their own business.
- Hood Rubber Co. division of B. F. Goodrich, Watertown, is manufacturing rubber and canvas "mukluks" which it claims compare favorably with native Eskimo footwear in warmth. The "mukluks" will be worn by Army, Navy and Air Force personnel at Northern bases.
- Several unidentified shoe manufacturers recently inspected the former Gale Shoe Mfg. Co. plant at North Adams with the idea of opening a new plant on the site. The building has been idle since the Gale Co. closed down last Spring.

New York

- Production of women's and children's sliplasted casuals has begun at the newly-organized Aradette
 Footwear, Inc., New York City, according to Herman H. Knoll, president.
- Thomas D. Mackey, Jr., is reported to have brought a minority stockholder's suit against Mackey-Starr, Inc., New York City manufacturer of women's footwear, and Joseph Starr, president, Benjamin Gold-

- smith, treasurer, and Lillian Deutsch, secretary. Mackey charges incompetence, fraud and mismanagement. Defendants have entered denials to the allegations.
- Assignees sale of assets of Victory Luggage Co., New York luggage manufacturer, realized about \$2500, it is reported.
- Unofficial creditors' committee of Reebling Shoe Co., Brooklyn footwear manufacturer, is reported to have recommended a settlement offer of 17½ percent cash.
- Melvin Henkin, Inc., New York City tanner, is celebrating its 25th anniversary in business this year. The company was opened on March 17. 1925.
- Alba Footwear Corp. of Keene, N. H., has leased a portion of the former Consolidated Slipper Co. plant at Malone and is scheduled to begin production there about March 1. The company expects to employ about 100 workers there in the manufacture of overshoes.
- Beckerman & Presler, Inc., has been organized to manufacture footwear in New York City. Officers are David Beckerman, president; Samuel Beckerman, treasurer, J. Dellaria, vice president; and I. Presler, secretary.
- "Controlled-For-Quality Threads" is the theme of a new trade paper advertising campaign launched by the Industrial Thread Division of Belding Corticelli, New York. The new series of ads will play up the importance of the company's industrial threads in increasing plant efficiency, speeding up production, and improving finished manufactured products.

New Jersey

• Richard Neumann Tannery Inc., has moved its offices and factory from 5 Nuttman St. to 91 Colden St., Newark.

Pennsylvania

• Registration certificate has been filed in Philadelphia by Theodore W., Meyer A., Jules and Herman Schwartz to trade as **Dunn Shoe Stores**.

Delaware

• Mercantile Stores Co., Inc., Wilmington department stores, recently purchased the business of C. J. Gayfer & Co., Inc., Mobile, Ala., department store, it is reported.

Washington, D. C.

- Shoe sales of retail chain stores and mail-order houses for Dec. showed the expected seasonal upswing, reaching a total of \$96 million for a gain of \$36 million over Nov. However, the seasonally adjusted index (1935-39 equals 100) registered 231 for Dec., 225 for Nov. and 262 for Dec., 1948.
- Argentina's exports of hides and kips in Dec. totaled 1,160,646 pieces of which 186,000 pieces went to the U. S. Total exports for the entire year were 9,471,000 pieces with 350,000 going to the U. S.
- Collection of federal excises on



First 50 Years

... Arthur L. Evans, 1st vice president and general manager of L. B. Evans' Son Co., Wakefield, Mass., world's largest producers of men's slippers, who is celebrating 50 years of service with the company. Evans joined the firm, founded by his grandfather, Lucius Bolles Evans, 59 years previously, in 1900. He became treasurer and general manager in 1926. Executives and employes of the company recently honored him at a testimonial banquet given at Bear Hill Country Club, Wakefield. Evans served for six years as a director of the National Shoe Manufacturers Assn.; as director for the same period for the New England Shoe and Leather Assn.; and as vice president and director of the Boston Boot and Shoe Club.

luggage for the calendar year 1949 totaled \$78,952,055, a drop of some \$3 million from the previous year, the Internal Revenue Bureau reports. Close to a million dollars of the decline resulted from falling sales in New York State.

Michigan

• Nine limousines now being made by the Lincoln Division of the Ford Motor Co. as special jobs for President Truman will be upholstered in leather manufactured by Eagle-Ottawa Leather Co., Grand Haven. The upholstery will be top grain leather in gray, brown and cream.

Kansas

• Tietzel-Jones Boot Co., Inc., Wichita, recently appointed Charles W. Snow, well-known manufacturers' representative, as its new promotion manager. Jones was formerly U. S. representative of Lotus Shoe Co., Northampton, England., largest shoe concern in the British Isles. One of his first acts on his new job was to place some 2000 pairs of hand lasted boots and shoes on at the factory's retail sales room.

Texas

• Linda Jo Shoe Co., Inc., Lewisville manufacturer of children's sandals, recently opened a new factory at Gainesville, it is reported.

California

• Golden West Shoe Mfg. Co. has been organized to manufacture women's footwear in Los Angeles.



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- ▲ Edward Lusardi, formerly packing room foreman with Triple-Novelty Footwear of Maspeth, Long Island, N. Y., now has the same position with Cosmos Footwear, Brooklyn.
- ▲ Anthony Orlando, well-known shoe designer, has joined M. Wolf's Sons, Inc., manufacturers of women's high grade shoes at Brooklyn.
- ▲ Leather merchant Joseph Rubinate has moved his offices from 21 Spruce St., New York City, to 171-177 William St.
- A Roy Rosen of Manhattan Glue and Paste Co., and Philip Fife of Irving Fife Leather Co., both of New York City, recently became members of the Superintendents' and Foremen's Assn. of New York.
- ▲ Milton Klein has resigned as sales manager for W. B. Coon Co., Rochester, N. Y., but will continue as the firm's sales representative in New York City and Philadelphia.
- ▲ Jack Wenck, president of the National Assn. of Men's Apparel Clubs, has taken over the presidency of the Bureau of Salesmen's National Assns., which comprises the National Shoe Travelers' Assn. and two other salesmen's groups.
- ▲ Milton T. Hart, formerly with International Shoe Co.'s Wood River, Ill., and Bolivar, Tenn., tanneries, is now with Webber & Smith, Inc., Reading, Mass., manufacturer of leather finishes. Hart will cover the Mid-West and make his headquarters in Milwaukee.
- ▲ Philip Morse has been appointed vice president in charge of sales at M. Beckerman & Sons, Inc., Auburn, Me., manufacturer of stitchdown shoes, California casuals and Compos. Morse, who has been with the firm for the past two years, will su-

pervise all sales and will have headquarters at the firm's New York City and Boston sales offices. The company is presently producing 15,300 pairs of shoes daily.

- ▲ Vincent Benotti has been elected vice chairman of the board of directors of the Lasters Local of the Brotherhood of Shoe and Allied Craftsmen for the next six months. George Martin was re-elected chairman; Dona Lacouture, secretary; Philias Fortini, treasurer; and Julius Raczkowski, sentinel.
- ▲ P. Edward Rollhaus of the Wallerstein Co., Inc., New York, was recently awarded a scroll in appreciation of his long service to the Philadelphia Section of the American Chemical Society.
- ▲ Joseph LaTorre is no longer with Myrna Shoe Co., Manchester, N. H. John Arcieri is with Evangeline Shoe Corp., Manchester.
- ▲ Joseph Goldstein is now quality man and stitching room foreman at Bee Bee Shoe Co., Manchester, N. H.
- ▲ Tom Phillips has been named sales director in charge of drug and tobacco distribution for the Craftsman billfold line of I. Smallman & Sons.
- ▲ John Censky has been elected treasurer of the Bourbeuse Shoe Co., Union, Mo., succeeding H. G. Buckley, who died recently. Other officers are A. B. Browne, president, and C. J. Chapman, secretary. Censky was formerly superintendent for Samuels Shoe Co., St. Louis, and has been with the Bourbeuse Co. for a year and a half.
- ▲ Abraham Rogoff is no longer with Apt-Sandler Mfg. Co., Boston. He was formerly associated with Dartmouth Shoe Co., for more than 20 years.
- A Robert Arnfeldt has left Derman Shoe Co., Milford, Mass., where he
- was employed as a pattern maker.

 A Angelo Mespelli is now with Viko Shoe Co., Worcester, Mass.
- ▲ B. W. Henderson, manager of the Rubber Chemicals Dept., American Cyanamid Co., Calco Chemical Divi-



New Onco Agent

... is Donald O. Elliott, who will handle sales on the Brown Co.'s Onco products to the shoe and allied trades in Wisconsin, Minnesota and Michigan. Elliott is the third agent added recently to the Onco Division of the Brown Co. Other appointments were Horace H. Beaven in Nashwille, Tenn., and the Russ White Co. in Los Angeles. The Onco Division now maintains offices in Boston, New York, St. Louis, San Francisco, and Chicago in addition to the new appointments.

sion, will become manager of the Intermediate and Rubber Chemicals Dept. Henderson has been identified with the rubber industry since 1906 and joined American Cyanamid in 1934. Quintin T. Dickinson has been named manager of the new Coal Tar Chemicals Dept. and W. C. Harmon is manager of purchasing of the Calco Chemical Division. Both Dickinson and Harmon are well known to the chemical process industry and have been with the Calco organization for more than 20 years.

- ▲ Ralph Smith is now lasting and making room foreman at Jamey Shoe Co., Nashua, N. H.
- ▲ Edward Rubin is now superintendent of the play shoe division of LaDanne Co.

the INSIDE story of all good shoes

GEILICH LEATHER CO., TAUNTON, MASS.

GEILICH





Greater Speed and Increased Output with this <u>New</u> Rapid Folding Machine-Model J

This new machine is already a top performer in scores of Fitting Rooms and there are plenty of reasons why.

Its speed of 2,000 RPM (400 RPM faster than

previous model) permits greater folding volume. A totally different mechanical principle results in quieter and smoother operation.

The Rapid Folding Machine Model J is a typical product of the research in that it improves the efficiency of the operation while reducing fatigue of the operator. Your local United branch office will be pleased to show you how this machine can bring these advantages to your production.



New design and highly synchronized timing of the 5 work-handling parts results in greatly improved mechanical control of the work. Thus the operator's job is made easier and at the same time the operator is able to give more attention to quality and uniformity without loss of volume. All internal parts are splash lubricated — only a few points at the machine head need daily oiling. This means almost no maintenance cost and "down" time.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

Juvenile Shoes -

Still Short Of The Potential

Juvenile shoe output and sales are not keeping pace with the vast expansion of child population over the last decade. A look inside—and some enlightening facts show up.

JUVENILE shoe business has had a pleasant boom over the past decade. Nevertheless, it has fallen a little short of its potential in output and sales. Since 1940 we have had some 30,000,000 births. This is about 10,000,000 more than would have occurred at the prewar birth rate. Since 1941 the birth rate has been running at an annual average of about 24 per thousand, as compared with 18 before the war.

At the 1949 figure of 2.0 pairs per capita for juveniles, this should mean an increased output of 26,000,000 pairs. But let's see what has happened. In 1939 we produced 94.8 million pairs of juvenile shoes. In 1949 we produced 105.5 million pairs. This, roughly, is an increase of 10,000,000 pairs—or 16,000,000 pairs short of the increase that should have been on the basis of the expansion of children's population.

In fact, 1949 was not an encouraging picture for juvenile shoe manufacturers. Misses' and children's shoe output declined 6.1 percent; youths' and boys' fell off 2.2 percent; and even infants' shoes—despite near record births of 3.7 million in 1948 and 3.6 million in 1949—dropped 5.1 percent. We produced 6,000,000 fewer pairs of juvenile shoes in 1949 than in 1948.

Enlightening Facts

Today we have a population of 51.5 million children—those 19 years and under. If we exclude the 15-to-19 years group we still have a children's population of 41,000,000. (See Table 1). Now, if we multiply this by the 2.60 pairs per juvenile capita achieved in 1949, we have a "paper" output of 106,600,000 pairs. Actual production last year was almost identical with "theoretical" output—105.5 million pairs. Juvenile shoe producers and sellers were holding to "par" for the course.

However, the drop in consumption

1933

1932

1931

1930

1929

2.74

2.80

from 2.70 to 2.60, 1948 to 1949, amounted to approximately 5,000,000 pairs—a figure which can be considered a "loss" to this branch of the industry

Now, a glance at Table 2 reveals that only misses' and children's shoes have shown a proportionate increase in output as compared with population increases. These rose from three pairs per capita in 1935 to 4.30 pairs in 1949. But in the case of boys',

youths' and infants' shoes, output has virtually ignored great population increases and has remained almost static. Over-all, however, the per capita consumption of juvenile shoes has risen from 2.17 in 1935 to 2.59 in 1949. However, the real population rise has occurred since 1939. In that year juvenile per capita shoe consumption was 2.52 pairs. Thus the increase to the current figure of 2.59 is relatively slight.

Table 1 Census Bureau Forecast Of Number Of Children (000 omitted)

| 1940 | Under 5 yrs. 10.542 | 5 to 9 yrs. 10,685 | 10 to 14 yrs. 11,746 | 15 to 19 yrs. 12,334 | Total Children 45,307 | Estimated clothing expendits. (mills.) |
|----------|---------------------------|--------------------------|----------------------------|----------------------------|-----------------------------|---|
| (Census) | | , | | , | , | |
| 1947 | 14,604 | 12,110 | 10,667 | 11,242 | 48,623 | \$3,241 |
| 1948 | 15,044 | 12,884 | 10,881 | 10,990 | 49,799 | 3,286 |
| 1949 | 15,407 | 13,432 | 11,159 | 10,757 | 50,755 | 3,358 |
| 1950 | 15,623 | 13,926 | 11,344 | 10,671 | 51,564 | 3,429 |
| 1951 | 15,729 | 14,202 | 11,631 | 10,642 | 52,204 | 3,502 |
| 1952 | 14,610 | 15,366 | 12,106 | 10,688 | 52,770 | 3,571 |
| 1953 | 13,656 | 15,806 | 12,879 | 10,897 | 53,238 | 3,640 |
| 1954 | 12,844 | 16,167 | 13,424 | 11,172 | 53,607 | 3,698 |
| 1955 | 12,155 | 16,356 | 13,913 | 11,354 | 53,778 | 3,754 |
| 1956 | 12,249 | 16,388 | 14,128 | 11,538 | 54,303 | 3,802 |
| 1957 | 11,912 | 15,209 | 15,288 | 12,007 | 54,416 | 3,841 |
| 1958 | 11,693 | 14,201 | 15,725 | 12,775 | 54,394 | 3,887 |
| 1959 | 11,532 | 13,341 | 16,085 | 13,313 | 54,271 | 3,925 |
| 1960 | 11,434 | 12,612 | 16,273 | 13,798 | 54,117 | 3,923 |

| | | Table 2 | | |
|------|-------------|----------------------|-------------|-------------|
| | Per Capi | ta Production of Juv | enile Shoes | |
| | Misses' and | Boys' and | Infants' | Average all |
| | Children's | Youths' | | Juvenile |
| 1949 | 4.30 | 1.14 | 2.33 | 2.59 |
| 1948 | 4.51 | 1.19 | 2.59 | 2.76 |
| 1947 | 4,52 | 1.31 | 2.68 | 2.84 |
| 1946 | 4.59 | 1.50 | 3.17 | 2.75 |
| 1945 | 4.76 | 1.17 | 3.12 | 2.68 |
| 1944 | 4.04 | 1.30 | 2.77 | 2.70 |
| 1943 | 3.07 | 1.51 | 2.62 | 2.40 |
| 1942 | 3.40 | 1.36 | 2.81 | 2.52 |
| 1941 | 3.71 | 1.46 | 3.14 | 2.74 |
| 1940 | 3.21 | 1.17 | 2.63 | 2.34 |
| 1939 | 3.50 | 1.31 | 2.76 | 2.52 |
| 1938 | 3.20 | 1.33 | 2.36 | 2.30 |
| 1937 | 3.18 | 1.37 | 2.43 | 2.32 |
| 1936 | 2.96 | 1.30 | 2.21 | 2.16 |
| 1935 | 3.00 | 1.41 | 2.09 | 2.17 |
| 1934 | 2.79 | 1.37 | 1.86 | 2.01 |

1.41

1.65

1.62

950

1.86

2.01

1.91

2.07

Some Probing

It is generally conceded that shoe output and sales conform closely if not identically with population. Thus the gains that have been made in shoe output have come with the vastly increased juvenile population. But either population has gotten ahead of shoe output, or shoe production has fallen behind population.

While the incline in misses' and children's shoe output is in fair conformance with population increases, we are confronted with some startling facts otherwise. In 1939, youths and boys' shoe production amounted to 16,860,000 pairs; in 1949, output was almost identical-16,880,000 pairs. Thus, despite an increase of over 2,000,000 youths and boys (under 10 years), no more shoes were sold in this branch than in 1939. A substantial population increase in this field meant nothing in terms of shoe production. The latter was staticactually fell behind. And the figures corroborate this. In 1939, per capita shoe consumption for boys and youths was 1.31. In 1949 it had fallen to about 1.14 pairs.

But most amazing is the decline in infants' shoe consumption—from a per capita average of 2.76 pairs in 1939 to 2.33 in 1949. This despite record-breaking infants' population in almost every year since 1943.

In 1950 an estimated \$3.5 billions will be spent on clothing for children under 18 years. In 1948, consumers spent 11.44 percent of their expenditures on all clothing. About 15 percent of this went toward shoes. And of this total of shoe expenditures, about 23 percent in units and about 18 percent in dollars went toward juvenile footwear.

But an interesting thing has been happening. The shoe industry has been getting a smaller bite of the consumer dollar since war's end: 1.96 percent in 1936; 1.32 percent in 1947 1.72 percent in 1948; and about 1.64 percent in 1949. Significantly, juvenile shoes have kept proportionate pace with the decline.

We have to ask some inevitable questions. Why, despite a tremendous increase in juvenile population growth, has production in boys' and youths' shoes remained unchanged today in comparison with 1939? Why has production and sales of infants' shoes not kept pace with infant population? Infants should be consuming about 2.5 pairs per capita annually, but they are not. Though misses' and children's shoes have made the best production showing

relative to population increases, why have they not kept full pace with the increase? For instance, an estimated extra misses' and children's population of about 3.5 million has come into the picture since 1940. Multiplied by 4.52 per capita pairs (annual average 1946-49) of consumption for misses' and children's shoes, and we should have had an increased output of 16,000,000 pairs in this class since 1939. The actual increase was only 8.5 million (from 44 million in 1939 to 52.7 million pairs in 1949). Thus there were 7.5 million pairs of "lost" sales in the misses' and children's field—the field that made the best showing of all juvenile groups.

What Reasons?

It cannot be said that the use of rubber or canvas footwear—sneakers—has cut into the boys' and youths' field. This footwear was with the industry in 1929 and 1939 as well as 1949. It took a certain portion of the market each year, thus cutting into the leather shoe market, especially during the warmer months. But why should boys and youths consume fewer pairs of regular shoes per capita today (1.14) than in 1939 (1.33) or 1929 (1.36)?

Is it possible—and this applies to all branches of juvenile shoes—that a real selling job and opportunity has not been fulfilled? Perhaps never in the history of the U. S., in the short span of one decade, has the juvenile shoe manufacturing branch been presented with such a market potential. Yet, on the basis of population growth alone, it has apparently fallen short of its opportunity and potential.

Is the cause lack of sufficient merchandising? Or lack of the proper kind of promotion and merchandising by manufacturer and retailer alike? No one can be certain that this comprises the body of the problem, but it comprises one of the principal issues.

New Styles and Types

Some juvenile shoe manufacturers especially producers of boys' and youths' shoes-feel that the use of longer wearing soles (particularly rubber and synthetic types) has been responsible for a large part of the failure of increased consumption in ratio to population increases. On the other hand, more than one shoe manufacturer has conducted tests demonstrating that a good leather sole on such shoes will wear as well as the non-leather sole; moreover, the leather sole stays attached to the shoe after wear, whereas many of the nonleather soles become detached; also,

shoes with the non-leather soles will tend to curl up at the toes and sides, according to these tests. All this merely indicates that the theory of longer wearing soles on such shoes is not the real answer to reduced consumption.

There is another "theory" common among juvenile shoe producers: styles and types of shoes in the juvenile field repeat periodically in a cycle. Perhaps every ten years, with a new batch of mothers coming along, there is a return to the former juvenile shoe styles. The theory is that the "old" styles are new to these new mothers, and hence there is little need to create substantially new types and styles.

But, as one prominent manufacturer said, "Maybe that's just the sore in our side—too much trust in the invulnerability of the 'cycle' and not enough creative ability."

It is possible that a "grass roots" study of the juvenile shoe market would help in turning up some of the answers—the reasons for slackening in juvenile shoe consumption or the failure to keep pace with population growth.

What Might Be Done?

Now, there is one outstanding fallacy to the "style cycle" theory, to the idea that every eight or ten years the old styles, with slight changes, can be re-introduced and prove successful. Consumer style tastes change. The mothers of today have different tastes and ideas regarding children's clothing than mothers of a decade or generation ago. Note, for instance, the significant changes in children's clothing of today and those of 10-15 years ago-changes functionally and in appearance. There are sharply marked differences. By comparison, note the *similarity* of children's shoes today and 10-15 years ago. The Mary Jane is unalterable. The conventional saddle oxford, the one strap, the utility oxford. Except for slight changes they remain essentially the

"But some fundamentals must be retained," defended one producer. That applies to all shoes—fit, comfort, wear, value, price, construction, etc. But designs change, patterns change, colors, materials and other factors change. This by no means suggests the drastic style and pattern changes common to women's shoes. But a break from some of the conventional and orthodox—as practically demonstrated by the juvenile clothing manufacturers—can prove profitable.

Fit, utility and foot health are vital

HOW GENERAL SHOE USE CUSHION CORK to add extra flexibility to their Fortune-Aire shoe

In the illustration above, you see how the General Shoe Corporation of Nashville, Tenn., use Armstrong's Cushion Cork to make their Fortune-Aire shoe more comfortable, more flexible, and more resilient.

In this welt shoe, a very flexible leather insole is backed up from heel to toe with Cushion Cork, ½" thick. The rib to accommodate the stitching and a canvas backing is cemented directly to the Cushion Cork. This combination of leather and Cushion Cork gives the Fortune-Aire unusual resilience and flexibility.

The Cushion Cork used in the Fortune-Aire's made of fine cork particles and a sponged binder. It is light, springy, and flexible. It "gives" with each step. This extra comfort lasts for the life of the shoe because Cushion Cork never flattens, creeps, or bunches.

You can add the extra comfort of Cushion Cork to shoes in a variety of ways. Call your Armstrong representative for details today or write Armstrong Cork Company, Shoe Products Dept., 8802 Arch St., Lancaster, Pa. Available for export.

CUSHION CORK AND FLEXICORK ARE REGISTERED TRADE-MARKS.

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ARMSTRONG'S SHOE PRODUCTS

BOX TOE MATERIALS . FLEXICORK . FILLERS . CUSHION CORK . CORK COMPOSITION

They're all Allergie ...to Vapor They just can't take it!

Marin Ma

Genuine reptiles are usually barktanned and are quickly and permanently discolored by steam.

> Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers. Depending upon which practice your conditions best favor, he can either supply you with dry heaters or arrange for your temporary use of canned pre-

> > pared solvent box toes which require no solvent wetting at pulling-over.

> > > okwiti

factors in juvenile shoes. Producers and sellers alike have done a good job in providing good-fitting shoes. But there remains much to be desired. For instance, scores of foot surveys conducted among school children consistently show the incidence of faulty fitting shoes to be between 40 and 65 percent. Even with generous allowance for error among examiners, the figure is still impressive. This information is publicized. It is not good for the juvenile shoe branch. Steps to make remedies, if and where they exist-or to counteract damaging publicity-could help.

Utility is important to family pocketbooks. However, this does not justify non-flexible soles on shoes for young feet. These, though adding to wear value, can be disadvantageous to healthy foot growth.

Foot health is a rapidly increasing factor in purchasing children's footwear. Mothers are more and more foot-conscious. Already three states—Mass., Calif. and R. I.—have laws requiring compulsory periodic foot examination of children in public schools. Twenty-six other states have similar bills under legislative consideration.

This factor of foot health in a way counteracts that of utility. More mothers are now convinced that shoes should be changed for new ones, not when old ones wear out but on the basis of the need for a larger size, regardless of the condition of the old pair. This is especially vital in the case of younger children where foot growth is rapid and erratic, as tests show.

The National Foot Health Council, for instance, strongly advises mothers to change children's shoes on the basis of size rather than wear condition. It issues foot-growth charts as an indicator for averaging changing times. If juvenile shoe producers were to get behind such a movement to educate parents in this respect, it could give a substantial boost to shoe sales.

Juvenile shoe producers as a whole have too easily granted a substantial portion of their market to non-leather footwear producers. This "seasonal" market might be more equally shared by the introduction of "seasonal" types of juvenile shoes. For instance, flexible good-wearing leather soles on open sandals, or with cool-material uppers. One disadvantage in the past has been the comparative "stiffness" of soles on seasonal shoes such as youths' sandals, relative to the light-





Sicilian Sumac

By Frederick L. Hilbert

A study of drying, grinding, ventilating, shipping and adulterating methods of Sicilian sumac, plus an analysis of the tanning content of this important tanning material.

W HETHER sumac leaves are collected by the pruning or defoliation method they can be dried in the open field. When dried, the leaves are brought to a threshing-floor where they are beaten with flails or they may be brought at once to the threshing-floor and there dried.

Drying the Leaves

Drying sumac leaves in the open field is more rapid but the danger of spoilage by rain and the action of mold is very great, especially when the rain falls upon partially dried leaves. However, the damage or spoilage is much less when the leaves are not dried in direct contact with the ground but are supported in such a way as to allow the air to circulate about and beneath them.

In the case of the sumac leaves gathered by the pruning method, the leaves are allowed to dry upon the branches, in the heaps or bundles where they were first deposited. Sometimes, the bundles are turned but it is considered to be better practice not to disturb them until they are carried to the threshing-floor. In this way, they are not exposed to the action of direct sunlight.

When the sumac leaves are gathered by hand or defoliation they are usually dried upon the threshing-room floor. They are spread in thin layers and stined three or four times a day. When dry enough, the leaves are beaten with flails to separate the leaves from the stems. If the flailing is done during the middle of the day when the leaves are dry and brittle they are broken up into small particles and yield what is called in Sicily "sumac for grinding." If the flailing is done in the early morning or on damp days, the leaves are tough and separate from the stem nearly entire or much less broken up. In this case, the product is called "sumac for baling." Inasmuch as the stems remaining after the separation of the "sumac for baling," retain small pieces of leaves, they are again flailed and used for the production of a low-grade sumac.

Grinding

To prepare the different grades of sumac for consumption, the leaves ground in mills similar to those used for the crushing of olives. The mills consist of two large stone wheels which follow each other, revolving upon a circular bed. After pulverizing, the sumac is passed through bolting screens to separate the finer from the coarser particles.

The finer portion of the ground sumac is ground a second and a third time. Between each grinding the material is sifted to free it from fibrous matter.

Ventilation

After grinding and sifting, the sumac is ventilated. This is accomplished by blowing the sumac through a long narrow room or tunnel, several hundred feet long, by means of a powerful fan. This is done to remove sand and other heavy particles, most of which comes from the abrasion of the grinding-mill stones.

The ventilation of sumac was adopted because it was found that even pure sumac often produced leather which was covered with small black stains, such as those caused by iron. Investigations into the cause of these stains showed that they were due to minute particles of iron and iron ore from the mill stones. Sumac treated as above described is known as "ventilated sumac."

Modern ventilation systems are equipped with magnets, such as those used in flour mills, for the removal of particles of iron.

Sicilian Sumac

There are two principal types of

sumac to be found growing profusely on the Island of Sicily: (1) the wild sumac; and, (2) the cultivated sumac. The wild variety has a short stalk with small leaves attached, two by two, to a short stem. The leaves of wild Sicilian sumac, unlike the cultivated, are sparsely covered with a white fuzz on both sides. The stem has no small leaves near the base.

Whether of the wild or cultivated variety, Sicilian sumac requires a dry, loose soil. The best is a clay soil mixed with lime and silica. Sumac does not grow well in a damp or compact soil. The soil may be rich or poor, provided it is dry. It has been reported that the best sumac grows in soil of volcanic origin. Soil of this nature, together with plenty of heat, produces sumac leaves which have the highest percentage of tannin and yield the lightest colored leather.

There are two principal varieties of sumac cultivated in Sicily: (1) Rhus coriaria; and, (2) Sommaco Femineddu. The latter is a somewhat inferior variety. Although the shrubs are very hardy they have large leaves which have a comparatively low tannin content and produce an unsatisfactory color to the leather tanned from them.

In Sicily the male sumac is found in the provinces of Palermo, Trapani, and Agrigento, while the female sumac is found in the provinces of Catania and Syracuse. The female sumac leaves contain from 18 to 23 percent of tanning, while the male sumac leaves contain as much as 30 percent.

The tanning content of Sicilian sumac leaves, grown in different parts of the island, and according to the methods of cultivation and gathering, varies from 18 to 30 percent. In the following table will be found repre-



of a business on its way to the grave

Your advertising lifeline to reach all shoe and leather industry buyers is

LEATHER AND SHOES

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sentative analyses of the various grades.

Analyses of Sicilian Sumac Leaves
Excel-

 Quality
 Poor Fair Good lent

 Tannin
 20.5
 25.4
 26.8
 29.5

 Non-Tannin
 15.0
 17.2
 17.8
 16.0

 Non-Extractive
 57.0
 49.6
 47.8
 46.8

Moisture 7.5 7.8 7.6 8.0 Purity 57.7 59.6 60.0 64.8

The largest portion of Sicilian sumac imported into the United States is exported from Palermo. Sicilian sumac is shipped in bags, on the basis of fifteen bags per metric ton of 2240 pounds.

Palermo

Although nearly all of the sumac gathered in Sicily is obtained from the species Rhus coriaria, there are a number of different grades which differ principally in the tannin content of the leaves. Some leaves contain as little as 18 percent of tannin while others contain as much as 35 or more percent. As a general rule, to obtain a blend which will average from 28 to 29 percent, the leaves of the various grades are mixed together.

Sicilian sumac is imported into the

United States in two forms: (1) leaf sumac; and, (2) ground sumac. Upon analysis, ground sumae often contains as much as four or more percent of insolubles. This is due to the fact that much of the finely ground material passes through the extractor and registers as insoluble matter. On the other hand, leaf sumac shows about one-half of one percent of insolubles. Sumac extract manufacturers prefer to use leaf sumac because of the greater ease with which is can be extracted. Tanners, however, prefer to use ground sumac, because it gives up its tanning more readily and at comparatively low temperatures.

Adulteration of Sicilian Sumac

Sicilian sumac leaves of the species Rhus coriaria, because of their usually high tannin content, are often adulterated with the leaves of other shrubs or trees. The leaves of Pistacia lenticus, Tamarix Africana, and Ailantus glandulosa are often used for this purpose. There are strict Italian laws against the adulteration of sumac. However, in spite of these laws, many ingenious tricks are resorted to in order to evade them. One of the most common of these

is to ship the pure sumac and the adulterants separately and mix and re-bag them on shipboard during the voyage, from Palermo to European and American ports.

The tannin content of Sicilian sumac runs on an average of 24 to 30 per cent. All of the adulterants, above mentioned, contain considerably less tannin, as shown by the analyses in the following table:

Rhus Pistacia Tamarix Ailantus Coriaria Lentiscus Africana Glandulosa

| - | OTIGITA | Denemous | 11111CHILL | Giuiidaio. |
|------------|---------|----------|------------|------------|
| Tannin | 26.4 | 12.8 | 9.1 | 11.2 |
| Non-tanni | n 17.6 | 20.5 | 25.3 | 20.4 |
| Insolubles | 48.2 | 58.2 | 57.6 | 60.0 |
| Moisture | 7.8 | 8.5 | 8.0 | 8.4 |

The leaves of the trees or shrubs used for the adulteration of Sicilian sumac may be readily detected by means of the microscope. For example, the leaves of the sumac Rhus coriaria have very fine hairs. These are absent on the leaves of Pistacia lentiscus and Tamarix Africana. The leaves of Ailantus glandulosa are very different from those of Rhus coriaria or pure sumac. Polarized light may be used to advantage in the microscopical analysis of sumac, because it gives more definite and quicker results.

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NEW IDEAS IN SHOE CONSTRUCTION

Force-Lasted Stitchdown

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Figure 1 shows the first stage of making a stitchdown in pre-fabricated manner. No molding here, nor any kind of shaping through springing of the pattern.

Figure 2 illustrates how the upper is stitched to an insole, no doubt with a special edge gauge so that the upper and pre-cut insole may be stitched accurately and evenly from the edge. The upper in this construction also has to be fitted exactly to secure this exactness in edge measurement; hence the difference from a conventional upper used in lasting to the wood processes.

Figure 3 illustrates this assembly thus far fitted with a last, commonly called back-lasting. It really is not lasting at all, though the term relasting is as exact as any in use. This insertion of the last may be done by hand or by machine.

Figure 4 shows how the shank is placed. Figure 5 brings out a new technic worthy of close study, the use of spaced stitching rather than stitching all around. In stitching the upper to the insole, this use of spaced

stitching offers a unique improvement in this construction.

Where the upper is completely stitched to the insole, the upper cannot yield and so be lasted more

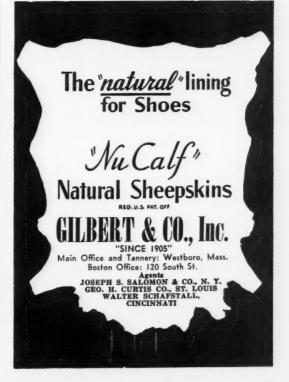


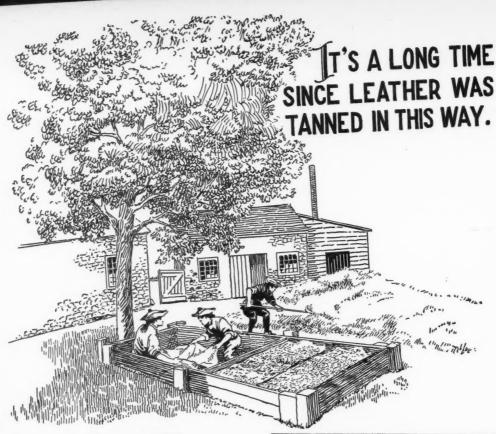
securely to the wood in later operations, as in Goodyear Stitching of the outsole. But with spaced stitching of the upper to the insole, the subsequent stitching of the outsole makes it possible for the Goodyear

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It's a new shoe science dealing with lasts, shoes and feet. A new book: PODOMETRICS — A New Dimensional Approach to Lasts. Shoes and Feet. What's wrong with the shape and fit of today's shoes—and what can be done about it. Nineteen thought-stimulating chapters, 100 illustrations. Price \$2.50. The Rumpf Publishing Co., 300 W. Adams St., Chicago 6, Ill.







THE BEST FEATURES OF THE OLD-TIME METHOD ADD TO THE SUPER-QUALITY OF KISTLER SOLE LEATHER !

The pioneering tanner knew the need of time to make the most desirable leather. Perhaps he said to himself, "Hides are not grown in a day,
I'll take a leaf from nature's book and work
accordingly." However, in his wisdom he worked patiently and obtained results by the use of bark that were a symbol of earnest effort.

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KISTLER SOLE LEATHER The Balanced BARK Tannage For Men's, Women's and Children's Shoes

embodies the essential ingredient of slow tanning and marks the progress made in the use of bark as a tanning agent. Its desirability is not impaired by over-strong tanning solutions, nor its fibre structure weakened by under tanning. Here is leather of uniform quality, rich in color, flexible in all irons, field-tested for wear. You might pay as much or more for sole leather but price would be no determinant of equal value.

IT MAKES ANY SHOE A BETTER SHOE



LEATHER and SHOES-February 18, 1950

Stitcher to actually last the upper to the wood, at least the upper material is not restrained from so doing by the presence of stitching.

This method of making stitch-downs is not new, save for this one feature of spaced stitching. One can go back to the days of 1912, when the E. C. Scuffer was so popular, a Stitchdown very similar in structure and appearance to that of the foregoing, except for the spaced stitching feature.

Inventor: Joel Glassman, Brookline, Mass.

Juvenile Shoes . . .

(Concluded from Page 19)

ness and flexibility of the sneaker. But over-all, there is a good opening for the introduction of distinctly new types of juvenile shoes—provided, of course, that they are properly and consistently promoted.

Prospects

It is expected that another 30,000,000 births will occur in the U. S. between 1948 and 1957, and even this figure might prove conservative. Again on the basis of population, juvenile shoe business should continue at least as good as it is now over a long-range period. The point is: will juvenile shoe output and sales keep pace with these population increases or will they continue to lag behind population growth? Will these producers cash in on the vast market potential?

By 1955 there will be 23 percent more first-grade children than now; by 1957, 35 percent more. Think of this in terms of school shoes—of increased opportunity for school shoe sales and output.

In 1936 only 831,500 children were born, and in 1940, 1,214,492 million. In the five postwar years 1945-49 the birth rate has averaged better than 3.5 million a year. It is expected that the high rate will continue—between two and three millions births a year even after the "leveling off." This is two-three times the prewar numbers of new births. Translate this into infants' shoe sales and output.

Said one producer of juvenile shoes, "The market is there—bigger than we've ever seen it. Now only if we can find a way—fresh ideas—to cash in on it in a big way."

There lies the challenge and opportunity both. An enormous market but awaiting fresh sales-motivating forces to lift it to new heights that are very practical and possible,

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Industrial Leathers, San Francisco and Los Angeles, California
Odell Sales Limited, 920 Ste-Sophie Lane, Montreal, Quebec, Canada
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Here's the "Inside Story"

"Inside Comfort

on Toe Comfort

A principal cause of toe discomfort is wrinkled, or loose, toe linings . . . this condition can be prevented by the use of "Celastic" * Box Toes!

The reason: "Celastic" is a woven fabric impregnated with a plastic compound that fuses together lining, box toe and doubler to form a strong threeply unit.

Technically speaking . . . when the plastic compound is activated by the solvent, the resulting colloidal solution penetrates the adjoining lining and doubler . . . when the solvent evaporates, the plastic compound hardens, securing itself in the weave of the toe lining and doubler . . . locking them to the "Celastic" box toe. This fusion provides a secure toe lining and a smooth interior . . . assures toe comfort for the wear-life of the shoe.

A year of active wear yet toe linings remain smooth, secure, wrinkle-free . . . with "CELASTIC"

UNITED SHOE MACHINERY CORPORATION

Celastic*

BOX TOES

*"CELASTIC" is a registered trade-mark of The Celastic Corporation

Leather MAIRIKETS

New business picks up somewhat this week although tanners still busy with old orders. Market firm. Calf and sheep leathers active. Sole leathers fair.

New York Markets

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Upper Leather: Leather selling in a steady day to day manner but it is mostly of the fill-in nature; not much volume. Tanners are as much as eight weeks behind in deliveries on the wanted low grade, large spread leather and up to four weeks behind in high grade leather. This fact brings not a small number of buyers around who say that the tanner has disappointed them on certain color and they are after five thou-sand, 10 thousand, sometimes 50 thousand feet of one color or other they are short of.

Prices these buyers want to pay are very low and tanners who offer leather to them at 35-36c per foot, and are turned down, find out later that these buyers were able to take care of their wants at less.

As an example, a large buyer was in the swamp recently looking for 50,000 feet of large spread elk in red, brown and white to fill an order. Several firms were working with him on the order and when they called him up, found he was out of town. Later they got in touch with this buyer and found he had his 50,000 feet purchased up in Boston from 28c to 32c per foot.

Other reports around of similar

under 30c. This is not to infer that good grade leather 40c and up is not selling — some tanners have no low grades — but it does mean that the volume demand is for low priced leather.

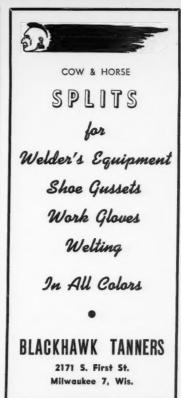
Up in New England there is a lot of talk about the glovy feel leather, side upper leather that is tanned soft like glove leather. However, in the New York area this glove tannage, and in fact most any soft tannage, is not what manufacturers are after. One important local leather sales office reported a lot of leather returned to them recently as "too soft." Furthermore this lot was not the glove tannage or as soft at that tannage.

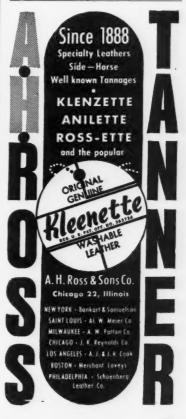
Sole Leather: Bends are the sluggish end of the sole leather business gish end of the sole leather business and heavy bends the most sluggish. Prices here for good tannery run bends range from 52c on the heavy irons up to 65c on the light. Of course, leather can be had at 50c but 52c is said the lowest on good tannery run stock according to reports. Bellies are a little lower with cows bringing 44/45c as against 46/47c a week or so ago. Steers are lower with the heavy end rather slow at present.

Shoulders, single light, holding up well with heads off ranging 50-52c and heads on 46-48c and up to 50c on some good runs. Double rough shoulders also holding steady with 62-66c the usual price for regular tannery run and up to 72c on men's waist belt runs. The offal end of the sole leather, with the exception of bellies, is the one bright spot of

| sales in the lower thirties | and just | the business. | | |
|-----------------------------|--------------|----------------|-------------|--------------|
| LEATHER: | | ICE AND 1 | | |
| KIND OF LEATHER | THIS WEEK | MONTH AGO | YEAR AGO | 1949 HIGH |
| CALF (Men's HM) | 90-1.06 | 90-1.06 | 95-1.10 | 95-1.15 |
| CALF (Women's) | 85-1.06 | 85-1.06 | 90-1-10 | 90-1.10 |
| CALF SUEDE | 1.10-1.20 | 1.10-1.20 | 1.05-1.30 | 1.05-1.30 |
| KID (Black Glazed) | 70-1.00 | 70-1.00 | 55-80 | 70-1.00 |
| KID SUEDE | 70-88 | 70-88 | 50-75 | 70-90 |
| PATENT (Extreme) | 48-56 | 48-56 | 56-66 | 56-66 |
| SHEEP (Russet Linings) | 18-23 | 18-23 | 18-20 | 19-23 |
| KIPS (Corrected) | 57-61 | 57-61 | 54-60 | 57-61 |
| EXTRÈMES (Corrected) | 45-53 | 45-53 | 48-53 | 48-53 |
| WORK ELK (Corrected) | 44-54 | 44-54 | 50-53 | 52-56 |
| SOLE (Light Bends) | 64-66 | 64-66 | 66-70 | 68-72 |
| BELLIES | 42-45 | 44-45 | 35-39 | 44-48 |
| SHOULDERS (Dble. Rgh.) | 64-68 | 64-70 | 56-60 | 64-72 |
| SPLITS (Lt. Suede) | 36-41 | 38-41 | 38-44 | 39-44 |
| SPLITS (Finished Linings) | 20-23 | 20-23 | 22-24 | 22-24 |
| SPLITS (Gussets) | 17-20 | 17-20 | 19-20 | 19-20 |
| WELTING (1/2 x 1/8) | 9 | 91/2-10 | 81/4 | 91/2-10 |
| LIGHT NATIVE COWS | 23-241/2 | 25-26 | 25-251/2 | 291/2 |
| All prices quoted are th | | best selection | of standard | tannages |

using quality rawstock.





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Many industrial applications of leather demand out-of-the-ordinary currying and finishing. Whenever you have a call for such precision finished and curried leather, get in touch with us. We have the know-how and manufacturing facilities to meet your needs exactly according to specifications.

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Sole Leathers

Boston sole leather tanners report somewhat better sales this week. No indication if spurt will last. Sales have been spotty in recent weeks with most business done in light bends, when available. Prices on these remain firm with top selections bringing around 65-66c. Volume business done below these prices. Bends above 9 irons found more difficult sledding although there are plenty around. Mediums find some buyer interest up to 61c with best sales in high 50's. Heavies still below tanners' hopes. range from 52-58c, with volume, if any, moving around 54c. Much bargaining required before sales made.

Light Bends: 64-66c Medium Bends: 56-61c Heavy Bends: 52-58c

Sole leather tanners in Philadelphia report business has definitely picked up. This does not mean that business is good, but just that it has improved over last week. Factory bends are selling at an average price of 59c and findings at an average price of 60c. Heads are still selling well at 22c but the demand on bellies has eased off. Light weights in bellies are still in good demand and selling at 43c to 44c. Heavier and medium weights are not doing too well.

Sole Leather Offal

Boston offial market continues firm and active as in recent weeks. Prices appear to have hit stabilizing level after drop at turn of year. There has been little change in these in past month and a half. Bellies, both steer and cow, a much-wanted item with buyers willing to pay up to 44c for best selection; one or two sales still made at 45c but these are exception. Light single shoulders with heads on find fair orders up to 51c; heavies hard to quote, bring around 40-43c. Double rough shoulders still do well although slower than late last year. Best tannages bring between 61-64c. Heads active between 22-26c. Both fore and hind shanks moderate but fairly firm.

Bellies: Steers: 42-45c; Cows: 42-45c Single shoulders, heads on: Light,

46-51c; Heavy, 40-43c Double rough shoulders: 64-68c Heads: 22-26c

Fore shanks: 31-34c Hind shanks: 34-36c

Calf Leathers

A continuing strong and active market, say Poston calf tanners. Women's weights by far the best seller with good interest in all grades. Colors interest buyers with good sales reported in blues, blacks, browns, greens and reds. Men's weights, however, find better sales. especially in better grades, which are not too plentiful. Even the middle and lower grades do fair business. Suede still out of season. Better grade novelty manufacturers want some suede in high colors but sales are quiet otherwise.

Men's weights: B 90-1.06; C 85-1.00; D 75-94; X 70-84; XX 60c Women's weights: B 93-1.06; C 87-97; D 80-92; X 70-86; XX 55-70c Suede: 1.10-1.20; 1.03-1.10; 90-

Kid Leathers

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Philadelphia kid leather tanners report suede doing well in the entire price range, unchanged since last week. Black still selling for Spring shoes, as well as dark blue and some colors. White seems to be coming up and is now doing quite well

colors. White seems to be coming up and is now doing quite well.

Glazed has been selling in the 30c-50c range. Colors such as medium and bright blue, red, and "golden wheat" are selling, for multicolored shoes which seem to be a big thing for Spring. Prices are unchanged, but there doesn't seem to be much business in the higher priced skins.

Good demand in linings at the 26c to 40c level although prices are still quoted up to 53. Nothing much reported in slipper leather and not many orders are expected from the slipper manufacturers before Easter. The cowboy boot trade is still good.

Prices are unchanged.

Some tanners said they had inquiries on satin mats and some samples were made up. Nothing has materialized as yet, and tanners hesitate to forecast whether there will be any real business in this. Prices quoted remain 50c to \$1.10. Nothing at all was reported on crushed. Prices on the rawskin market remain too high, according to local tanners, with no evidence of any adjustments.

Suede: 35c-90c

Suede: 35c-90c Linings: 26c-53c Slipper: 34c-60c Glazed: 30c-95c; \$1.10 Satins: 50c-\$1.10 Crushed 35c-65c

Sheep Leathers

A highly encouraging market, report Boston sheep leather tanners. Tanners who are busily filling old orders find new orders still coming in, despite a very strong market. High prices of raw skins allow little margin unless tanners hold to asking prices. To date, they meet little buyer resistance to these. Even colored vegetable linings, slow in recent weeks, take on new life, as manufacturers complete Easter run. Spurt expected to last until March 1. Naturals the big seller, of course, in all grades. Some tanners report to advances in various grades. Boot

linings bring up to 23c with cowboy boot manufacturers paying from 12-16c generally. These manufacturers have kept sheep tanners busy for months and no slackening is expected for some time. Novelty manufacturers and export trade keep grades below 10c active. Garment grains show little more interest up to 26c with horsehides short.

Russet linings: 23, 21, 19, 17, 13, 11c Colored vegetable linings: 22, 20,

18, 16, 14c.
Hat sweat: 26, 24, 22, 20c
Chrome linings: 26, 24, 22c
Garment grains: 26, 24, 22, 20c
Garment suede: 27, 25, 23, 21c

Side Leathers

New business still a bit slow in this market although far from inactive. Tanners look for pick-up around time of Leather Show. Many are still busy filling old orders. Heavy aniline types still in good demand; high colors wanted, especially in small lots. Some interest in chrome tanned regular finish leathers. Extremes do best business around 45c although tanners ask up to 53c. Large leather active at 40c and down. Some tanners ask up to 45c but business is slower at this range. Work elk still in slump. Colors also wanted in chrome tanned types.

Heavy Aniline Extremes: B 53-56; C 51-54; 45-47c Corrected Kips: B 53-61; C 51-59; D 49-57, X 43-50c Corrected Extremes: 45-53; 43-49;

Corrected Extremes: 45-53; 43-49; 41-47; 38-44c Corrected Large: 40-45; 38-42; 36-

40; 33-37c Work Elk: 44-54; 42-46; 40-44; 38-42c

Splits

A disappointing market in recent weeks, according to Boston splits tanners. By that, they mean suede sales are not as active as desired. Demand expected to improve shortly. Heavy suedes find some sales up to 46c; lights slower at 41c and down. White and blue most wanted on latter. Finished linings continue firm but demand is only fair. Best sales around 20c. Gussets and work shoe not too active, prices unchanged. Retan sole continues more active.

Light suede: 36-41; 34-39; 32-36 Heavy suede: 43-46; 41-43; 38-40c Retan sole: 40-38, 35, 33, 30c Finished linings: 18-20; 20-22; 22-23c Gussets: 17-20c

Bag, Case and Strap

Tanners experienced poor volume business during the past week. New business currently received has been of little consequence, with most sales attributed to a replacement basis only.

Along with less demand, tanners pointed out that if some noticeable improvement is not witnessed within a short period of time, the only solution to attract additional buying interest may be in lowering leather prices. Until such time, tanners continue to quote unchanged prices from a week ago.

2 ounce case 44, 41, 38c 2½ ounce case 47, 44, 41c 3½ ounce strap 55, 52, 49c 4 ounce strap 58, 55, 52c 5 ounce strap 62, 59, 56c

Garment Leathers

Tanners, forced to keep pace with the strong raw stock market, have been compelled to hold both sheep and horsehide garment leathers at their present strong levels. They have encountered some price resistance from garment leather buyers, but sales continue to be noted at their quoted levels.

Garment suede leathers selling at a top of 27c, with other grades bringing 26 and 25c, while grain garment sheep leathers are bringing 29, 27 and 25c. High colored grain garments command the usual premium of about

2c, or possibly a penny more.

While volume business in horsehide leather for the garment trade is
slow in comparison with sheep leathers, nevertheless, the market is firm.
The continued tight supply situation
in raw materials being the major
factor, tannery operation are considerably less than that of sheep
leathers. Average horsehide leather
prices are near the 36c markt, while
quality selections sell up to 40c.

Glove Leathers

The amount of leather being produce in this county is growing every day. Each day shows an increase in the number of men employed. Hundreds of new men, attracted by the high wages, have applied for jobs.







It is only a matter of time before full production will have been attained.

Demand for leather is not too good. Spring glove business is generally as poor as it was a year ago. Leather supplies are limited and primary markets are high so prices remain firm. Some demand for deerskins with higher prices being asked. Last week deerskins were offered at 54c, 44c and 34c. Today 36 to 38c is being asked for the number threes or pigtex grade. Good demand for low end pigskins but the market seems to be cleaned.

Work Gloves

Good volume of business in split leathers of all grades and classes for the work glove industry continues to be noted in the Midwestern area. One exception is noted, however, and that is in the horse shanks market, with the one reason being the scarcity of the raw material. In other selections, such as cow bellies, and shoulder splits, bookings are listed as exceptionally good.

Work glove manufacturers continue to build up inventory in anticipation of a changing market resulting from the Minimum Wage Scale Law effective March 25. These manufacturers employees at a learner's wage, which is currently under the 75 cent proposed minimum.

Meanwhile, the entire price structure listed by tanners on split work glove leathers is holding firm and unchanged.

Horse Shanks, 40-45 avg. ft. per doz. 21c Horse Shanks, 50-55 avg. ft. per doz. 25c Cow Bellies, 40-45 avg. ft. per doz. 24c Cow Bellies, 50-55 avg. ft. per doz. 26c Shoulder Splits, per pound: No. 1's 50c No. 2's 40c No. 3's 25c Glove Splits (No. 1, 2 & 3 grades) Heavy-medium 21-20-19c Medium 20-19-18c Light-medium 19-18-17с

18-17-16c

Belting Leathers

Light

Philadelphia belting leather tanners report that business has picked up. However, tanners have very little stock and do not feel they can quote prices; their actual lists may be unchanged for the past several weeks, but as one tanner put it, "no stock—no price." This is a very poor time of the year for hides. Tanners do very little buying of the hides that go into belting leather, since business is almost at a standstill—so that right now and for a short period of time they will be low on actual stock.

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RANGE OF CURRIED PRICES

Curried Beiting Best Selec. 2nd 3rd

3end Butts ...1.14-1.33 1.10-1.30 1.02-1.15

Centers 12" ...1.48-1.64 1.38-1.60 1.16-1.31

Centers 24" ... 1.40-1.62 1.34-1.58 1.15-1.30 Centers 28"-30" 1.33-1.57 1.28-1.54 1.10-1.30 Wide Sides ... 1.07-1.30 1.05-1.26 98-1.08 Narrow Sides ... 1.02-1.13 .98-1.09 93-1.04 (Premiums to be added: X-light plus 12-13c; light plus 5-13c; X-heavy plus 8-10c.)

TANNING Materials

Quotations on Raw Tanning Materials unchanged this week as trading was steady and mixed buying interest characterized tanners' actual requisites. Tanning Extracts prices also without change over last week and business in these commodities lacked any new developments. Tanners' Oils, however, considerably revised from last week.

| Raw Tanning Materials |
|---|
| Divi Divi, shipment, bags\$70.00 |
| Wattle bark, ton\$65.00 for "Fair |
| Average" and \$62.50 for "Merchantable" |
| Sumac, 28% leaf\$72.00 |
| 30% leaf\$75.00 |
| Myrobalans, J. 1s. \$52.00-\$53.00 |
| (Crushed \$77.00) J. 2s\$48.75 |
| Valonia Cups, 30-32% guaranteed\$53.00 |
| Valonia Beards\$81.00 |
| Mangrove Bark, So. Am\$67.00 |

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| Tanners' Oils | |
|---|---------|
| Cod oil, Nfld., drums | .85 |
| Castor oil No. 1 C.P. drs. l.c.l | .20 |
| Sulphonated castor oil, 75% | .17 |
| Cod, sulphonated, pure 25% moisture | |
| | 111/2 |
| Cod, sulphonated, 25% added mineral | .101/ |
| Cod, sulphonated, 50% added mineral | .09 1/4 |
| Linseed oil tks., c.l., zone 1 | .169 |
| drums, l.c.l. | .191 |
| Neatsfoot, 20° C.T | .28 |
| Neatsfoot, 30° C.T | .21 |
| Neatsfoot, 40° C.T | .18 |
| Neatsfoot, prime, drums | .16 |
| Neatsfoot, sulphonated, 75% | .16 |
| Olive, denatured, drs., gal | 1.88 |
| Waterless Moellon | .13 |
| Moellon, 25% water | .121/2 |
| Artificial Moellon, 25% moisture | .12 |
| Chamois Moellon | .12 |
| Common degras | .121/2 |
| Neutral degras | .2224 |
| Sulphonated tallow, 75% | .101/2 |
| Sulphonated tallow, 50% | .09 |
| Sponging compound | .11% |
| Split oil | 910 |
| Sulphonated sperm, 25% water | .15 |
| Petroleum Oils, 200 seconds visc. tks., | |
| f.o.b | .11% |
| Petroleum Oils, 150 seconds visc. tks., | |
| f.o.b | .13 |
| Petroleum Oils, 100 seconds visc. tks., | |
| f.o.b | .11 |

HIIDES and SIKINS

Packer hide trading small this week while market awaits futures activity under new contract. Prices firm throughout but tanners inclined to hold off.

Packer Hides

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The packer market was stalemated to a great extent this week by the coming futures activity in the new contract. Some expected the new contract to provide higher prices for exchange traders to work on, which would give them an entry into the spot market for selections other than branded steers. However, the reverse was noted, and the results were not attained in the early business. Later business can change the pat-

Actual trading was small. The business for the week amounted to around 30,000 hides, largely branded cows, from the Midwestern plants. About 8,000 Pacific Coast hides sold from one "Big Four" packer at the steady

market prices. Branded cows started the activity this week. After that business, which was really 1/2c higher when figuring was completed, the trading consisted of small lots of various selections, including light cows, heavy native steers, bulls, extreme light native steers. All business was called steady. Sellers had few hides avail-able, offered little. Tanner interest is very slim, however, which is the important factor.

The kill is down considerably with large packers. Weather conditions in Midwestern states have been extremely bad for cattle shipments. As a result, receipts at livestock centers have been small.

Small Packer Hides

Mixed response to small packer offerings has brought about many ideas of price. The general quotations on 48/50 lb. average allweight native steers and cows range from 19 to 19½c selected from tanners, to 20½ to 21c selected for offering prices. Some exceptionally good quality lots, according to sellers' deup to 21½c, but tanners do not stretch their ideas any. From the sparse reports around, the trading has been largely confined to 19½c sales for hides within the weight range described, with a few around 19¼c, but little has been sold at 19c selected except in heavier lots, around 50 to 54 lbs. average.

In the lighter hides, which are in better demand, but which are offered at sharply contrasting prices to the bids heard, there are ideas of 22½ to 23c flat for Southwestern 40/42 lb. average hides. Sellers talking around 23½ to 24c flat, according to quality. In Midwestern light hides, some lots 45/46 lb. average good quality hides bid around 21c selected but cheapest offerings are 22c selected, with some sellers of the opinion that 23c is more like the market.

Packer Calfskins

Strength in the futures markets brought an offering of Northern light calfskins. Tanners have not shown any inclination to buy at the offering price of 67½c, but may do some bidding very shortly. No heavy calf offered.

Last trading in calfskins was at 65%c for lights and 56c for heavies, both prices nominally considered the market. The supply of calfskins is small all the way around, but the production of heavies is almost nil. Sellers need not offer heavy calf out until they are assured of a stronger market. The very small production, market. they feel, will be adequate to put the calf in a very strong position.

New York trimmed packer calfskins holding about unchanged. Prices

are quoted at \$3.75 for 3 to 4's, \$4.50 for 4 to 5's, \$5.20 for 5 to 7's, \$5.70 for 7 to 9's and \$7.35 for 9 to 12's. Big packer regular slunks last sold at \$3.50, hairless \$1.15. Small packer calfskins figured around 40 to 45c for untrimmed allweights, depending upon quality, with best lots offered around 50c but getting little play.

Packer Kipskins

Packer kip market quiet since the trading at 42%c with no further offerings noted. Sellers have a definite feeling that kip is worth no less than 42%c. In lieu of trading, how

ever, the market is considered 421/2c. New York trimmed packer market slightly changed. The price of 12 to 17's is \$8.45, which is slightly higher, while the 17's and up have moved for \$9.25, about 25c less than the last quotation. A few small lots have sold in the East.

Country Hides
Country hide market holding quiet
until flurry of the hide futures maruntil flurry of the hide rutures market has settled. A few bids around the country market. Buying market level seems to be 17½ to 18c for 48/50 lb. average allweight 1's and 2's, flat trimmed, with sellers asking around 19c flat, some up to 19½c flat on what they halieve to be better lots.

on what they believe to be better lots. Higher ideas on the lighter hides, but tanners refuse to pay up for them. Sellers feel that up to 22 and 23c flat should be obtained for 42/43 lb. average hides, or some light lots, but tanners are not inclined to quote above 20 to 21c flat, depending upon the quality. Country bulls quotable around 11 to 111/2c flat, depending upon the quality, with some bids in that range.



QUOTATIONS

| | Present | Week Ago | Month Ago | Year Ago |
|-------------------------|-----------|-----------|-----------|-----------|
| Native steers | 19 -22 | 18 % -22 | 21 -24 | 20 -23 |
| Ex. light native steers | 26 | 26 | 28 | 27 -271/2 |
| Light native cows | 23 -241/6 | 23 -241/4 | 25 -26 | 25 -251/2 |
| Heavy native cows | | 181/4-20 | 2036-2136 | 20 -21 |
| Native bulls | 16% | 16 | 17 -17% | 151/2 |
| Heavy Texas steers | 171/2 | 171/2 | 181/4 | 191/2 |
| Light Texas steers | 21n | 21 | 22 | 20 |
| Ex. light Texas steers | 22½n | 221/4 | 24 | 25 |
| Butt branded steers | 17% | 1736 | 181/2 | 19 |
| Colorado steers | 17 | 17 | 18 | 181/2 |
| Branded cows | 19 | 181/2-19 | 21 -211/2 | 20 |
| Branded bulls | 151/2 | 15n | 16 -161/4 | 141/2 |
| Packer calfskins | | 56 -65 % | 56 -70 | 50 -55 |
| Chicago city calfskins | 40 | 40n | 40 | 35 |
| Packer kipskins | 421/2 | 421/2 | 421/2 | 371/2 |
| Chicago city kipskins | 30 | 30 | 30 | 26 -28 |
| Onicago city alponina | | | | |

HIDE FUTURES

| COMMODITY | EXCHANGE, | INC., | FUTURES | MARKET |
|-----------|-----------|-------|---------|--------|
|-----------|-----------|-------|---------|--------|

| | Close Feb. 16 | Close Feb. 9 | High For week | Low For week | Net Change |
|-----------|------------------|---------------------|------------------|-----------------|---------------|
| March | 20 15B | 20.10T | 20.95 | 19.90 | +05 |
| June | | 18.85B | 19.50 | 18.55 | +10 |
| September | | 18.65B | 19.15 | 18.59 | +10 20 |
| December | | 18.50B | 18.65 | 18.60 | 20 |
| December | 10.10D | Total sales: 174 lo | | 20.00 | - |

City and Country Calfskins

City and country calf markets indefinite. With the talk of lower prices, followed immediately by stronger indications, neither buyers or sellers are completely sure of what they want to do. Bids of 35c on good city untrimmed calf have met with cool reception, sellers feeling that 40c is more like the price. Country allweight are figured by sellers around 28 to 30c, depending upon the offering, but tanners are talking a 26c market, some to 27c on better skins.

New York trimmed collector calfskins quoted at \$3.30 for 3 to 4's, \$3.80 for 4 to 5's, \$4.50 for 5 to 7's, \$5.00 nominal for 7 to 9's, and \$6.30

nominal tor 9 to 12's.

City and Country Kipskins

Little done in this market. Larger carload lots of city and country skins, or mixed lots, are inding no ready buyers. Some bids of 24c on country production rerused because selfers claim there are many cities in lots worth about 28 to 30c, at least. New York trimmed collector kipskins are quoted at \$7.20 tor 12 to 17's, and \$6.00 for 17's and up.

Horsehides

Demand for horsehides spotty, although tanners do not hesitate to pay last prices for what they are interested in buying. The buying side of the market feels that 60 to 65 lb. Northern and Midwestern horsehides are worth about \$10.50 to \$10.75, depending upon quality, for trimmed renderer-slaughter hides in mixed carload lots, while up to \$11.25 is figured on some better quality mostly slaughter 65 to 70 lb. hides. Untrimmed hides are quoted at about \$1 more.

The front market is spotty, demand generally slim, quotations holding around \$7.50 to \$7.75 for the regular run of offerings, perhaps to \$8.00 for exceptionally big fronts, all for good No. 1 Northerns. Horse butts, basis 22 inches and up, quotable around \$3.50 to \$3.75, depending upon quality. Some exceptionally good butts quoted to \$4.00, but tanners not inclined to pay that price.

Sheep Pelts

The pelt market has seen some activity. Shearlings have sold in fair quantity from big packers at good prices. One seller moved some shearlings this week at \$2.85 for No. 1's, \$2.15 for No. 2's, and \$1.75 for No. 3's. Fall clips went at \$3.15.

Interior packer pelts went at prices around \$4.50 to \$4.60 per cwt. for Western lambs, although some say that the price was better than \$4.60 per cwt. on the business. Pickled skins have continued very slow. Sellers have quoted prices of \$13 per dozen for big packer production of good quality, with lesser lots going for around \$11 to \$12 per dozen.

Goatskins

Tanners report rising tide of goatskin offerings for shipment and afloat. Offerings reported as "substantial" with prices slightly easier in tone. Suede raw materials most plentiful.

On Asiastics, Amritsars from India and Pakistan continue mixed. Some 1200 lb. Pakistan Amritsars offered at \$12.25 per dozen c&f while others from Pakistan and Bombay offered at \$13.00. Sales reported at \$12.50. Southern Indias firm with 1.70/1.80 lb. skins held at \$13.00 while tanners hid \$12.50 ton

1.70/1.80 lb. skins held at \$13.00 while tanners bid \$12.50 top.

Genuine Batis scarce, with last business reported at \$14.75 for shipment, \$15.00 for spot. Bati types can be had as low as \$14.00. Addisabebas move slowly at \$11.50 and Eritreans offered at \$10.75. The 130 kilo Iran goatskins selling at \$12.00 to \$13.50, as to shipper and selection. Good business in Chinas with \$1.00-\$1.02 paid for Szechuans, 85-90c for Hankows, \$7.50-\$8.00 for Rivers, and \$9.50 for North Chinas.

Good quantities of Kenay and Tanganyika shade dried goatskins sold recently at \$12.00-\$13.00 for 95c-\$1.00 lb. 30/50/20 selections; up to \$14.00 for better selections and weights. Fair amounts of Nigerian Red Kanos goatskins sold at \$1.30-\$1.32. British buying keeps market firm.

Dry Sheepskins

Selling quarters state they are receiving very few offers of hair sheep and prices remain firm. No offer of Mocha blackheads. Shippers advise their agents that due to their large sales made to Europe, they cannot offer here until they have fulfilled their contracts.

Brazil cabrettas strong and some late advices say shippers have ideas up to \$16 for regulars. Buyers have considerably lower ideas and relatively few sales can be confirmed. Recent sales of regulars were at \$14.50-\$15, depending upon districts

and lots.

Due to interest having developed in Fulton County, shippers advanced their asking prices as they feel they may have some potential buyers that had been inactive heretofore. Sellers state that "specials" will bring high prices as there is a good demand and relatively few available. Some 110 kilos brought up to \$17.50.

Mixed Cape glover market noted. While some shippers report sales of Cape Towns at 165-166 shillings with England an active buyer, other sources received advices from their shippers that business has been going on around 147-150 shillings and that further lots are available at the outside. Not many skins can be offered as late sales have placed shippers in a well sold up position.

Not much interest in Mombassas

Not much interest in Mombassas as some recent offers failed to find buyers. Nigerians firm and few offered. Same is true of dry salted Sudans. Spot Addis-abeba slaughterers' now offered at \$12.50 but buyers' ideas much lower.

Reptiles

Not much business passing as most buyers are on the sidelines at present. Primary markets generally firm and not many offers made. A combined lot of 5,000 Madras bark tanned whips, 4 inches up, averaging 41 inches with 4 inches up, averaging 5 inches, 70/30 selection, sold at 90c and 97c, respectively, 60-day shipment. Siam market firm and latest asking price for aers, 8 inches up, averaging 2½ kilos, 30c and only small quantities offered. Relatively few chouvres available.

Brazil market very strong as the season is not yet in full swing. Prices are high as skins are scarce. Some offers of giboias at \$1.05 f.o.b. and back cut tejus, 80% 22 centimeters and up, 20% No. 2's and/or 20/22 centimeters at 66½c f.o.b. This price would be shaded slightly for American dollars. It was reported that American buyers were paying 58c f.o.b. Ceara for regular assortment back cut tejus, first cost.

No change in the Argentine situation with licenses not being granted. Local tanners have managed to have them suppressed, claiming they can use all the skins available. In instances where offers are made, prices are extremely high. Occasional sales of ampalaguas but not too much interest evident.

WANTAIDS

Help Wanted

Tanner

WANTED: Experienced Tanner, Mechanical, Hydraulic and Industrial Leathers, Chrome and Combination Tanned. Write full qualifications.

Address A-2, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Leather Sales Representative Wanted

by long established Eastern Tanner on commission basis to cover New England States. Shoe and Leather Goods Trade. Address Box Z-14. c/o Leather and Shoes. 300 W. Adams St., Chicago 6, Illinois.

Salesman Wanted

SALESMAN wanted to sell embossing plates in New England and Chicago territories. STANDARD EMBOSSING PLATE MFG. CO., 129 Pulaski Strett, NEWARK 5, N. J.

WANTED

Thoroughly experienced man capable of installing and supervising Welting Department.

Write in detail to B-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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LEATHER and SHOES-February 18, 1950

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ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

for each insertion.

Undisplayed advertisements cost \$2.50 per insertion under "Help inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situa-tions Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the Issue of the following Saturday. Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.

300 W. Adams St.

Chicago 6

Special Notices

Measuring Machine

WANTED: Measuring machine—for Strap and Welt Backs and Shoulders, Advise age, con-ditions, and price.

Address B-18. c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Small Tannery for Sale

Located on main line of Southern Railway adjacent to Atlanta.

Equipped for tanning vegetable and chrome leathers, also finishing of same.

No union, no labor troubles.

Address B-21. c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Crocodile Hunter **Needs Partner**

Scotch-Canadian seeks partner who is American citizen with University education and who will bring Ten Thousand U. S. dollars (\$10,000.00) into this sound business in the South Seas. Substantial profits assured from commencement. All skins sold in U.S.A. Shipments every 30-60 days. Address B-22, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Agents Wanted

TANNER OF Flexible Innersole Bends and Shoulders, also producers of Work Shoe, Slipper, and Suede Splits, desires agent. State territory desired and full information. Address B-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Agent Wanted

TANNER OF Sole, Skirting, and Specialty Leathers desires reliable agent for Southern states, including Texas and Oklahoma.

Address B-16. c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tannery for Sale

SMALL MODERN TANNERY for sale equipped with new machinery for sole leather, some for upper leather. Could easily be converted for upper leather. Located where the best hides are produced, labor plentiful. Will sell the machinery and lease the building or sell all with good terms. Address 8-9, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

For Sale

Type B heavy duty Woburn 72" Setting Out Machine, with spare cylinder, rubber roll, and jack shaft.

Turner 12" Shaving Machine.

Randall Automatic Power Punching Machine.

All f.o.b. St. Louis. Make offer to:

CALIFORNIA TANNING COMPANY 1905 Shenandoah Avenue St. Louis 4. Missouri

Situations Wanted

Kid (calf) Suede

PRODUCTION MAN, technician, tanner, suede finisher, college education, Veteran II, age 42. Understands tanning—layout, equipment, machinery, lab, data, skin histology. Can get along with the help, keep cost economical. Has good record of saleable leather; can start subject from scratch or supervise existing manufacture. Remuneration request reasonable. Address M-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Leather Lacquer Expert

15 YEARS EXPERIENCE manufacturing, formulating, and applying leather lacquers. Qualified to operate finishing room or to act as demonstrating salesman. Now available. Any locality. Address B-13, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Leather Finisher

FINISHER. Thoroughly experienced in finishing all kinds of leather. Able to color match and act as working foreman. Prefer working in Eastern Massachusetts.

Address B-14. c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tanner-Supt.

SITUATION WANTED. Superintendent and tanner of side leathers. Elk. smooth, retan. waterproof, sporting goods. latigo, moccasin. California playshoe, and handbag leathers, glove elk, etc. Now employed. Address B-15, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Superintendent Available

With wide experience in Cement, California and Welt shoes. Good quality man capable of taking full charge in large plant. For further information regarding background, etc., write Box Z-12, Leather & Shoes, 10 High St., Boston

Leather Salesman

SALESMAN, with office located in Fulton County, New York, desires lines of various types of leather for the glove, garment, novelty, and sporting goods trade. Commission basis. Best of references. Address B-19. c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Leather Salesman

ENERGETIC YOUNG MAN with considerable leather experience seeks new connection. Following among New York and vicinity shoe manufacturers. Excellent references.

> Address B-20. c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Superintendent & Quality Man

Available immediately is an exceptionally able shoe factory Superintendent, An unusual quality man capable of taking full charge of any woman's novelty factory. Will go anywhere if position offers full scope of his ability. Apply Box Z-15, Leather & Shoes, 10 High St., Boston 10, Mass.

Tanner

Experienced in shoe upper, glove and garment leather, seeks position as tanner and production man. Best of references. Address Z-16, Leather & Shoes, 20 Vesey St., N. Y. C.

Leather Salesman

Shoe upper, glove and garment leather; thorough knowledge in tanning industry with excellent connections in the field, seeks position as salesman. Address Z-17, Leather & Shoes, 20 Vesey St., N. Y. 7, N. Y.

WASTE SOLVENTS WANTED

Will Redistill or Purchase Also Surplus Greases - Chemicals - Colors Extracts - Waxes - Pigments By Products - Residues, etc.

CHEMICAL SERVICE CORP.

80-02 Beaver St., New York 5, N.Y.

Coming IEVIENTS

March 5-8, 1950—Semi-Annual Allied Shoe Products and Style Exhibit for Fall. Hotel Belmont Plaza, New York.

March 7-8, 1950—Official Opening of American Leathers for Fall, spansored by Tanners' Council of America. Waldorf-Astoria Hotel, New York City.

April 23-27, 1950—Fall Showing, sponsored by St. Louis Shoe Manufacturers Assn., Hotel Statler and other hotels, St. Louis.

May 2, 1950—Spring Meeting, National Hide Assn., Hotel Statler, Boston, Mass.

May 7-10, 1950—Fall Shoe Show sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker and Southland Kotels. Dallas. Tex.

May 7-10, 1950—15th semi-annual showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 14-18, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 21-24, 1950—Annual fall shoe showing of West Coast Shoe Travelers Associates. Sir Francis Drake, Plaza and St. Francis Hotels, San Francisco, Cal.

May 25-26, 1950—Spring Meeting, Tanners' Council of America. Atlantic City, N. J.

May 31-June 2, 1950—1950 Convention of American Leather Chemists Assn., French Lick, Ind.

June 4-5-6, 1950—Indiana Shoe Travelers' Association Fall Show, Hotel Severin, Indianapolis, Indiana,

July 23-26, 1950—Baltimore Shoe Club Show, Lord Baltimore Hotel, Baltimore, Maryland.

June 24-28, 1950—Mid-Atlantic Shoe Show, sponsored by the Middle Atlantic Shoe Retailers Assn. The Benjamin Franklin Hotel, Philadelphia, Pa.

Sept. 6-7, 1950—Official opening of American Leathers for Spring, sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, N. Y.

Oct. 25, 1950—Annual Fall Convention, National Hide Assn. Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Oct. 29-Nov. 2, 1950—National Shoe Fair, sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn. Palmer House and other hotels, Chicago.

IDIEATHS

Chester B. Allen

... 77, retired shoe manufacturer, died Feb. 9 in Melrose, Mass. A native of Spencer, Mass., he attended Worcester Polytechnic Institute, Clark University and the University of Goetingen, Germany. In 1919, he became associated with his brother, Charles E. Allen, in the Allen-Squire Co., Spencer, retiring last year as manager of the Boston office. He was active in civic and community affairs. Survivors include his wife, Winifred; a son, Dr. Chester Allen, Jr.; his brother, Charles E.; and five sisters, Carrie E., Mary E., Susan R., Mrs. Frederick Tucker and Mrs. Harry Bates.

William Ornsteen

... 57, prominent wood heel manufacturer in Haverhill, died Feb. 3 at Hale Hospital, Haverhill, after a short illness. He was president and owner of the William Ornsteen Heel Co. A native of Russia, he was a member of the Masons and other organizations, including B'nai B'rith. He was a resident of Haverhill for 40 years and was active in community affairs. He leaves a wife; a daughter, Mrs. Leslie Brindis; a son, Edward; and a brother, Myer.

Sherman Marshall

... 79, former shoe manufacturer, died Feb. 2 at Hale Hospital, Haverhill, Mass. A member of the Emery and Marshall Shoe Co., which was liquidated in 1922, Marshall started his career in the shoe business in 1905. In 1924, he joined Marshall-Harris Shoe Co., Haverhill, as treasurer. Most recently, he was employed by the Clarence Walker Sole Co. in Haverhill. He leaves three grand-children, Kenneth, Barbara and Richard Marshall.

Frank Goldenberg

... 50, general partner in Brooks Shoe Mfg. Co., Philadelphia, Pa., died Feb. 8 of a heart attack while on board the liner America en route to South America. Survivors include his wife, Lillian; a son, Barton; and a daughter. Lenore.

Rutherford Williamson

... 69, former vice president of Dack's Shoes, Ltd., Toronto, Ont., Canada, died recently in Florida where he was visiting. He had been associated with the shoe firm for more than 35 years and was also a member of the board of directors at his death. His wife, a son and a daughter survive.

EASTERN TANNERIES LIMITED, CAWNPORE (INDIA)

Manufacturers of

SOLE, HARNESS AND CHROME LEATHER

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Gaetano E. Vernazza

... 84, retired cutting room foreman and leather buyer, died recently at his home in Saugus, Mass., after a long illness. A native of Genoa, Italy, he lived in Saugus for 42 years, working with the P. G. Harney Shoe Co. and later the Prospect Shoe Co. Lynn and Boston, until his retirement 14 years ago. He leaves his wife, Regina; three daughters and several grandchildren.



Fe



Counter adhesives should hold temper through the side lasting operation and be thoroughly dry when lasts are pulled.

Typical of adhesives that meet specific needs are Hub Paste 842 (for those who prefer paste), Hub Adhesive 1125 (a blend of paste and latex) and Be Be Tex Cement 808 (latex type). 842 is designed to meet general requirements for Welt work, when lasts are not pulled the same day. 808 is recommended where lasts are pulled the same day.

There are at least ten other the adhesives and pastes to choose from to meet a wide range of

counter pasting requirements. Information about more than 50 other general purpose shoemaking cements can be obtained from your United man.

MININ USMC ADHESIVES MINIMUM

BE BE BOND CEMENTS
PRODUCTS OF B B CHEMICAL CO.

HUB ADHESIVES
HUB PASTES
HUB-TRIDENT GLUES

UNITED SHOE MACHINERY CORPORATION

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Here's why you get the edge on quality, when you use





Copr. 1950 Thomas Taylor & Sons, Inc.



Woven-in reinforced-edge SHUGOR is strengthened by extra strands of live rubber threads which are woven into the edge section of the goring where the wear comes. This reinforcement gives a firm fitting topline; and permits less density of rubber threads in the center of the goring, insuring an easy yielding fit over the instep. Thus gore shoes fitted with SHUGOR possess greater comfort, longer life.

You do not feel SHUGOR's woven-in reinforced-edge. It does not bulk nor protrude—but it is there, adding strength, comfort, and lasting flexibility to SHUGOR. It is neat, requires no extra top binding, gives a smooth, smart top-line finish to the shoe. It is available ONLY in SHUGOR. Add the finishing touches of better fit, lasting comfort and "top" quality with patented WOVEN-IN REINFORCED-EDGE SHUGOR.

THOMAS TAYLOR & SONS, INC.

HUDSON, MASSACHUSETTS

Visit the SHUGOR TAYLOR at the ALLIED SHOE PRODUCTS SHOW, Room 1125, Belmont Plaza, March 5 to 8. SE

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